FLEET OWNER

McGRAW-HILL'S MAGAZINE OF FLEET OPERATIONS

JUNE · 1958
50 CENTS

Now it's wheel seals for tractors too – p58

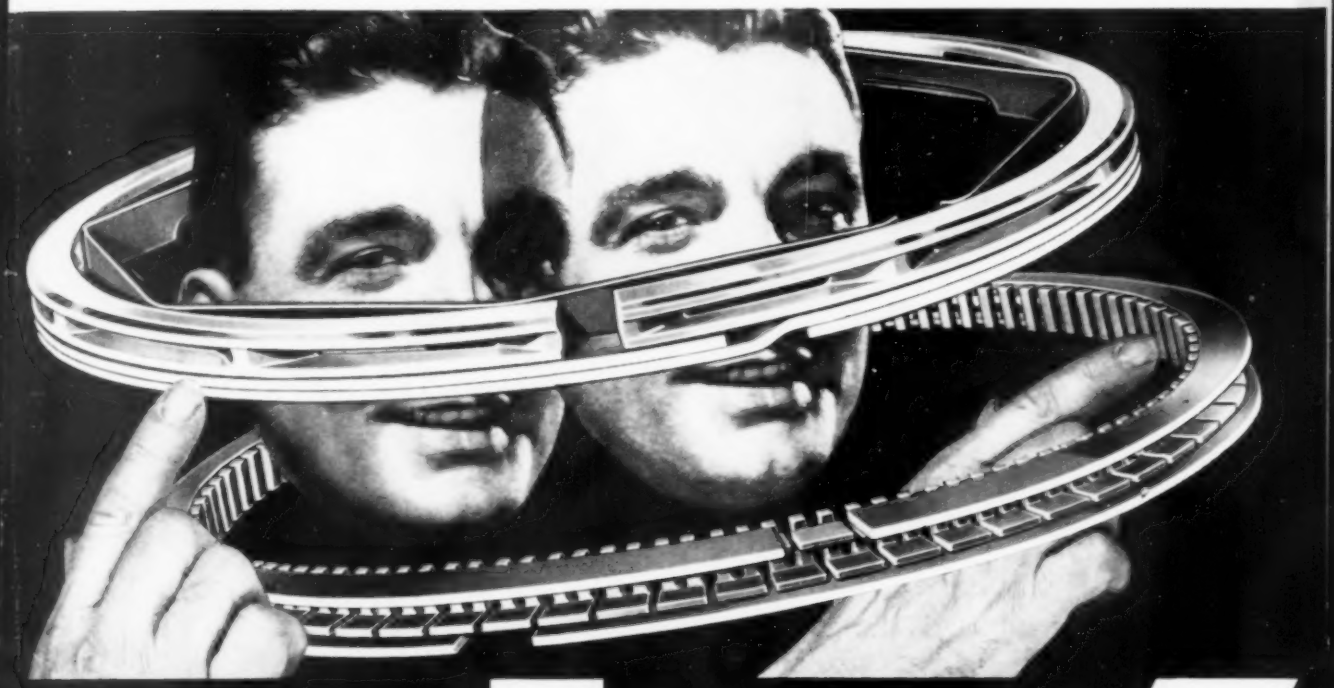
How to raise capital when your business really needs it – p55

Contents starts on p5

AUTOMOTIVE SHOWCASE p137

Only RAMCO gives me 2 CIRCUMFERENTIAL EXPANSION* Oil Rings to make me **DOUBLE SURE**

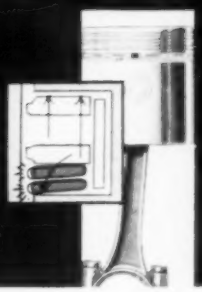
my ring jobs are "4-WAY PERFECT"



*

CHROME SPIRO-SEAL OIL RINGS

The RAMCO Spiro-Seal Segment utilizes an exclusive, years-ahead *circumferential expansion principle* which insures high conformability to cylinder walls. It works like a watch spring to adjust to taper or wear. Riding *independently of piston groove depth*, it provides equalized radial pressure against cylinder wall for positive oil control.



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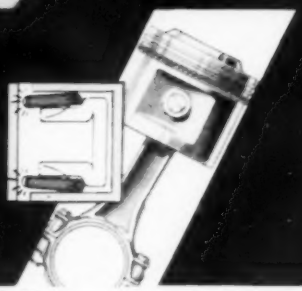
CHROME C-9 OIL RINGS

Here is the most advanced expression of the *circumferential expansion principle*. This newest advancement in ring design assures a new high in conformability. With an average of 60 outward thrusts, it adapts easily to cylinder variations and variable operating conditions, in both stop and go and high speed operations.



4 WAYS PERFECT! For longer engine life—longer road time between overhauls—for top road power and oil economy—more and more fleet operators are calling for RAMCO 10-Up Piston Ring Sets.

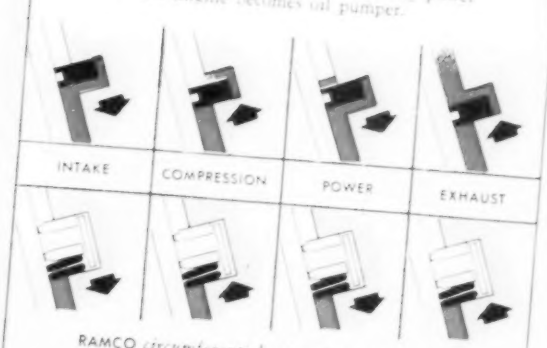
They know they'll get the *right* RAMCO 10-Up Set for their engines—be it car, truck, taxi, bus of any age. Each 10-Up Set includes either Chrome Spiro-Seal or Chrome C-9 oil rings—whichever are best and *right* for specific engines. BOTH have years-ahead *circumferential expansion action!*

In that set, too, are advanced RAMCO-designed compression rings—a just-right combination of top chrome, chrome rail and cast-iron types for years-ahead ring performance.

That's why—when *you* re-power—be DOUBLE SURE! Rely on RAMCO 10-Up Sets!

SEE HOW RAMCO CIRCUMFERENTIAL EXPANSION OIL RINGS INSURE POSITIVE, SIDE-SEALING OIL CONTROL!

CONVENTIONAL RINGS: Note how oil works into ring land on power and exhaust strokes—is burned with fuel on succeeding power strokes. Engine becomes oil pumper.



RAMCO *circumferential expansion* oil rings—utilize a side sealing principle as illustrated here by the Spiro-Seal action in the Chrome Spiro-Seal Oil Ring to positively seal against "oil creep" on *all* strokes.

RAMCO 10 up PISTON RING SETS

RAMSEY CORPORATION, St. Louis 8, Mo.
a subsidiary of *Thompson Products, Inc.*

Copyright 1956, Ramsey Corporation

R-238 CC

Bead and Sidewall Troubles costing you extra?

Look at the Rim

before you blame the Tire

See for yourself how **Goodyear Rims** reduce tire failures

Note how narrow base forces beads together, causing excessive sidewall flex. Result: tire trouble.

First and only proved lightweight carbon steel rim. Tire rolls on a broader base, with less flexing, less heat. Proved in 8 years of constant road use.

Exclusive Goodyear Bond-a-Coat finish resists corrosion and discoloration indefinitely.

It's a fact that when it comes to tire troubles, the rim is often more at fault than the tire. One example: A narrow base rim can force the beads close together so the sidewalls flex excessively.

But as the picture shows, Goodyear Wide Base Rims are specifically made to eliminate that problem. On these rims, tires roll on a greater volume of air, to reduce such common causes of tire failure as tread cracking, tread wear, ply separation – as well as sidewall and bead failure.

In fact, experience proves that these scientifically engineered rims make possible up to 30% more service from every tire.

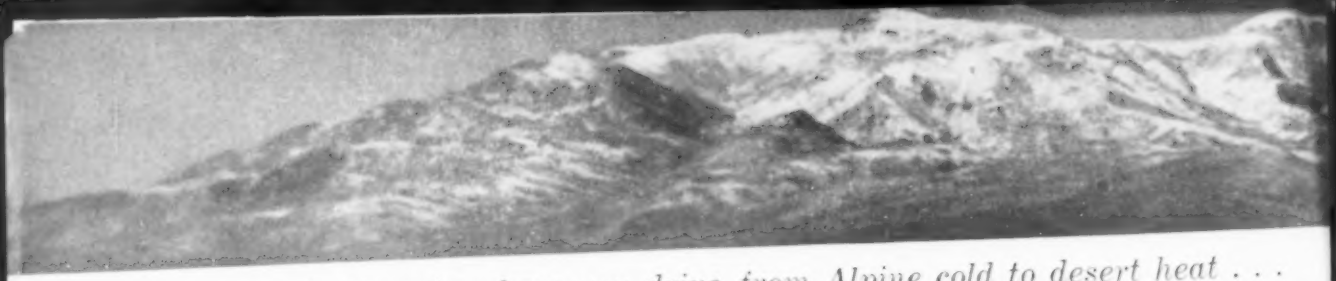
What's more, Goodyear Wide Base Rims are far lighter than old-style rims–enabling you to reduce your unsprung weight. *This can mean a pay-load increase of as much as 100 pounds.*

Let the Goodyear Rim Engineer give you the whole story on these modern rims, and what they can do to lower your tire costs. See your local distributor or write: Goodyear, Metal Products Division, Akron 16, Ohio.

Watch "Goodyear Theater" on TV —every other Monday 9:30 P.M. E.D.T.

Buy and Specify **GOODYEAR** *More tons are carried on Goodyear Rims than on any other kind*

METAL PRODUCTS DIVISION



Even here in Nevada where you drive from Alpine cold to desert heat . . .

One Texaco product handles all

This is the lubricant: *Marfak Multi-Purpose 2*—Texaco's new lithium base grease. It puts new punch into the term "multi-purpose grease." It pumps easily at low temperatures . . . stands up to tough, hot grinds . . . resists water washing . . . requires no seasonal change. And it will handle all chassis, wheel bearing, water pump and other lubrication.

Here's why it does such an outstanding job. Texaco Marfak Multi-Purpose 2 is a grease with a fine lithium soap base, a special oxidation inhibitor and a carefully selected oil. Thus it has great oxidation stability and shear resistance. It stays in bearings under steady operating temperatures up to 250° F. . . . has excellent low temperature torque, fine load carrying characteristics.

You can use Texaco Marfak Multi-Purpose 2 as a general purpose grease in trucks, buses—all types of automotive equipment for on- or off-road service.

chassis, wheel bearing lubrication

Let a Texaco Lubrication Engineer help you simplify your lubrication, reduce your maintenance costs. Just call the nearest of the more than 2,000 Texaco Distributing Plants in the 48 States, or write:

The Texas Company, 135 East 42nd Street, New York 17, N. Y.

TEXACO

IN ALL 48 STATES

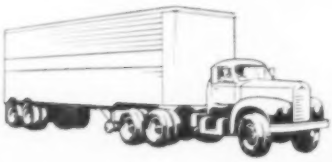
LUBRICATION IS A MAJOR FACTOR IN COST CONTROL

(PARTS, INVENTORY, PRODUCTION, DOWNTIME, MAINTENANCE)

Only MIDLAND Goes Beyond ICC Braking Requirements With All These Positive-Plus Features!

Have you converted your tractor-trailers to comply with the new ICC emergency braking regulations? If not, be sure to specify Midland equipment, for only Midland gives you all these EXTRA SAFETY AND ECONOMY FEATURES — *in addition, of course, to the basic ICC requirements.*

ICC Requires that . . .	MIDLAND Gives You These *PLUS* Features . . .	
Tractors must be equipped with two means of activating the emergency feature of the trailer brakes.	• **MIDLAND DASH CONTROL VALVE** applies and releases trailer brakes as fast as service brake. • **MIDLAND DASH CONTROL VALVE** is pull-type to eliminate accidental application.	• **MIDLAND DASH CONTROL VALVE** provides visual indication whether or not trailer system is charged. • **MIDLAND DASH CONTROL VALVE** provides automatic application below low pressure warning point so that vehicle can clear traffic lanes.
Tractor brake system must be protected against air loss in the event of trailer breakaway or leakage in trailer system.	• **MIDLAND TRACTOR PROTECTION VALVE** can be installed on your present shut-off cock brackets. • **MIDLAND TRACTOR PROTECTION VALVE** has rugged mounting for protection on breakaway.	• **MIDLAND TRACTOR PROTECTION VALVE** works with all types of emergency relay valves.
All new trailers must have a "no-bleed-back" emergency relay valve to prevent back flow of air from reservoir through supply line.	• **MIDLAND EMERGENCY RELAY VALVE** is large capacity for fast application and release. • **MIDLAND EMERGENCY RELAY VALVE** eliminates danger of vehicle drive-away without sufficient air in system.	• **MIDLAND EMERGENCY RELAY VALVE** is easily serviceable without removal from vehicle. • **MIDLAND EMERGENCY RELAY VALVE** gradually applies the trailer brakes in the event of loss of air below 45 psi.



Ask your nearest Midland Distributor for complete information on equipping your tractor-trailers to comply with the latest ICC braking regulations. He'll welcome a chance to serve you.

MIDLAND-ROSS CORPORATION

OWOSSO DIVISION • OWOSSO, MICHIGAN

Export Department: 38 Pearl Street, New York, N.Y.

ICC "Hot Cargo" Rule Hits Labor Hard 12
The Teamsters—and the truckers they deal with—are in a squeeze because of the new ruling. Here's what it means.

First Quarter Finds Truck Sales Down 20
But is it something to worry about? Not necessarily. Two truck makers report climbs over last year's figures.

Here's How to Judge Your Resale Market 24
If the small and foreign-car trends have you wondering what your present cars will bring, check this report.

Fresh thinking digested for your fast reading

High-Compression Leads to New Problems 30
Think the engines on your new fleet cars have "knock?" Check again; it might be "rumble," according to experts.

How Pills Can Be a Driver's Unknown Enemy 36
The same medicines that cure ailments can lead to bad accidents. You'll want to know what to watch for.

Where to Get When Your Fleet Needs Money 53
It's a fact that the fleet industry's credit rating is low. This story will show you how you can overcome this obstacle, how to plan your financing so you'll be able to expand at the right time, in the right way.

Here's a new development that could cut your down-time for lubrication

Now You Can Get Wheel Seals for Tractors 58
Wheel seals proved themselves on trailers. Here, step-by-step, is the procedure you should follow to get the same automatic lubrication for your tractor wheels, too.

Three Forms to Give You PM Control 60
This latest installment in the form series will show you how to spot which vehicles are running up your costs, how to compare your vehicles to find which pay off.

How to Get Top PM for Driver-Owned Rigs 63
How can you get teamwork when every man's in business for himself? Here's a company that found the secret.

Vehicles waiting on clerks? This fleet found the answer

Specialized Paperwork Speeds Shipments 64
Here's proof that it pays to check your accounting work. Cooper-Jarrett tried a new system, put the shipment first in its planning, then built the paperwork around it. The result: Dock delay has been turned into dollars.

For more contents turn to next page

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JUNE, 1958 • VOL. 53, NO. 6

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No more levelling valves. And there are other features you should check on this radically different system.

19 Chisels and Punches—Types and Uses 76

You can get more and better work from your tools if you give your shop men the information they need to use them. That's the "why" behind FLEET OWNER's shop tool series.

LP-Gas Outlet Guide—Part III 83

As LP-Gas gets more popular, the need for a routing guide becomes more urgent. And here it is, the up-to-date way to answer the old question, "How do I get there?"

Fleets Find It Pays to Pool PM "Know-how" 133

Hand Lift Trucks: How to Pick Them 149

Here's a rundown on what types are available, plus the facts you need to match the truck to the job. Tells you what you should consider before you decide to buy.

Recession? Business Is Up in Many Places 174

FLEET OWNER asked jobbers who serve fleets how they were doing, found business good. Here are their reasons.

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Watch for these stories in up-coming issues:

Forecast: What new fleet cars will be like—Here's what you can expect to see when the new models hit the market. FLEET OWNER's Detroit editor will give you a batch of exclusive facts, picked for their interest to fleetmen. It's "must" reading for maintenance and purchasing people.

What you should know about welding—the first of a series on this important subject. In this soon-to-run installment: important details on brazing techniques. This one could save you a mint on maintenance.

How a money-making sales campaign was planned. Wondering what you can do to spark your sales people. This fleet proved it can be done. Here's how the contest was born, how it was run, and what it did. It's a story management men can't afford to miss, an example for salesmen to follow.

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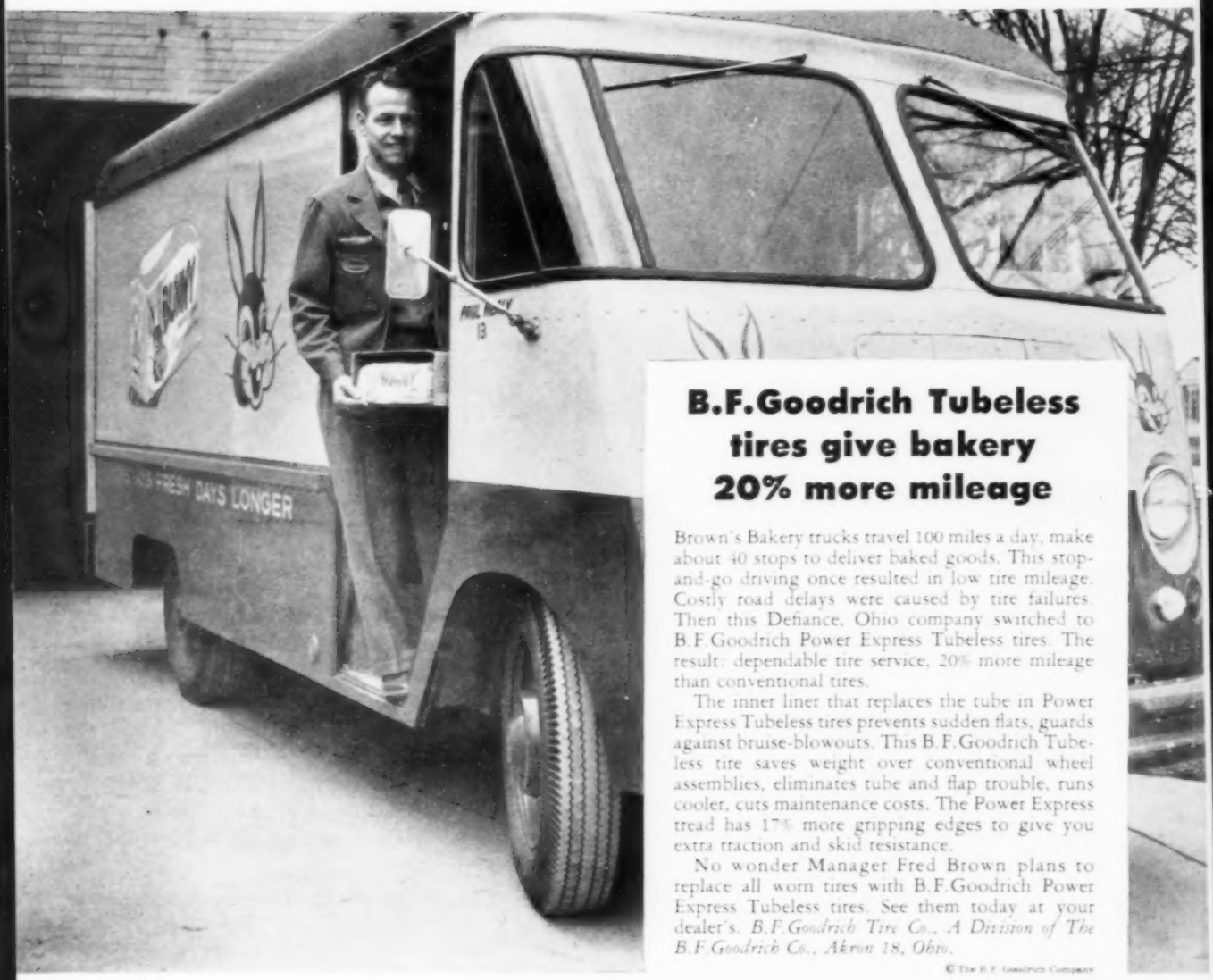
B.F.Goodrich

Smileage!

Another tubeless truck tire success story



B.F.Goodrich Tubeless tires give bakery 20% more mileage

Brown's Bakery trucks travel 100 miles a day, make about 40 stops to deliver baked goods. This stop-and-go driving once resulted in low tire mileage. Costly road delays were caused by tire failures. Then this Defiance, Ohio company switched to B.F.Goodrich Power Express Tubeless tires. The result: dependable tire service, 20% more mileage than conventional tires.

The inner liner that replaces the tube in Power Express Tubeless tires prevents sudden flats, guards against bruise-blowouts. This B.F.Goodrich Tubeless tire saves weight over conventional wheel assemblies, eliminates tube and flap trouble, runs cooler, cuts maintenance costs. The Power Express tread has 17% more gripping edges to give you extra traction and skid resistance.

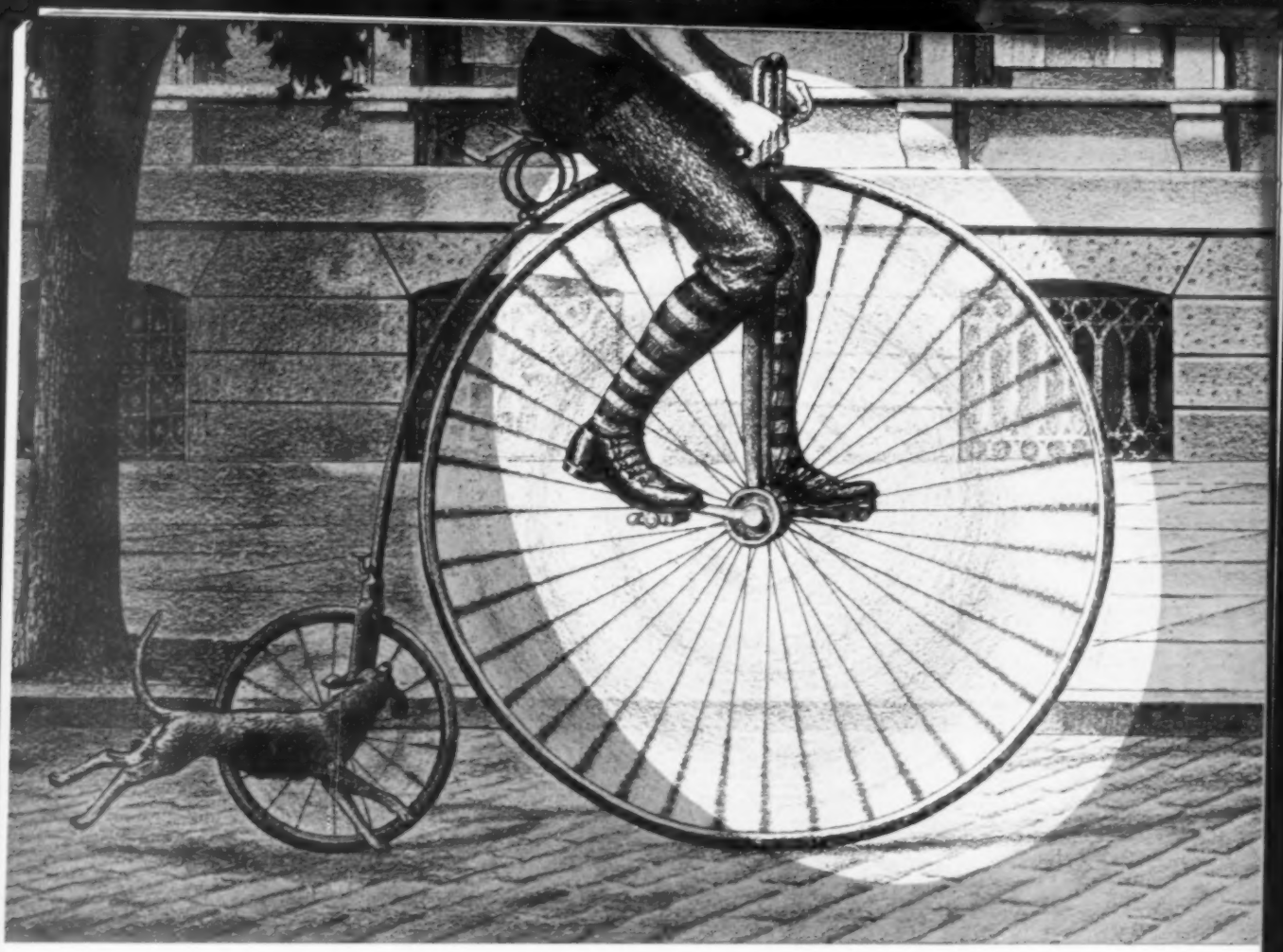
No wonder Manager Fred Brown plans to replace all worn tires with B.F.Goodrich Power Express Tubeless tires. See them today at your dealer's. *B.F.Goodrich Tire Co., A Division of The B.F.Goodrich Co., Akron 18, Ohio.*

© The B.F. Goodrich Company

Specify B.F.Goodrich Tubeless tires when ordering new trucks or trailers

Your B.F.Goodrich dealer is listed under Tires in the Yellow Pages of your phone book

B.F.Goodrich *tubeless truck tires*



FAMOUS AMERICAN WHEELS

The high wheel bicycle . . . a perilous contraption favored by daring young men near the turn of the century . . . merrily rolled America along from one age to another.

Today, another famous American wheel—the Budd heavy duty steel wheel—plays an important part in rolling America and the world into the greatest age of all . . . the space age. Frequently, Budd wheels are specified for vehicles carrying missiles and supplies to our launching site at Cape Canaveral, Florida.

Budd's life-of-the-vehicle wheels, light in weight

NATIONWIDE SERVICE

AKRON—Motor Rim Manufacturers Co.
ALBANY—Wheels, Incorporated
ALBUQUERQUE—Wheels & Brakes, Inc.
ATLANTA—John A. Harris & Son, Inc.
BALTIMORE—Standard Wheel & Rim Co.
BIRMINGHAM—Wheel, Rim & Parts Co.
BOSTON—New England Wheel & Rim Co.
BUFFALO—Frey, the Wheelman, Inc.
CHARLOTTE—Carolina Rim & Wheel Co.
CHICAGO—Stone Wheel, Inc.
CINCINNATI—Rim & Wheel Service, Inc.
CLEVELAND—Motor Rim Manufacturers Co.
COLUMBUS—Hayes Wheel & Spring Service
DALLAS—Southwest Wheel, Inc.
DAVENPORT—Stone Wheel & Rim Co.
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HOUSTON—Southwest Wheel, Inc.
INDIANAPOLIS—Indiana Wheel & Rim Co.
JACKSONVILLE—Southeast Wheel & Rim Co.
KANSAS CITY—Borbein, Young & Co.
KNOXVILLE—John A. Harris & Son, Inc.
LANCASTER—Standard Wheel & Rim Co.
LOS ANGELES—Wheel Industries, Inc.
LOUISVILLE—Auto Wheel & Rim Service
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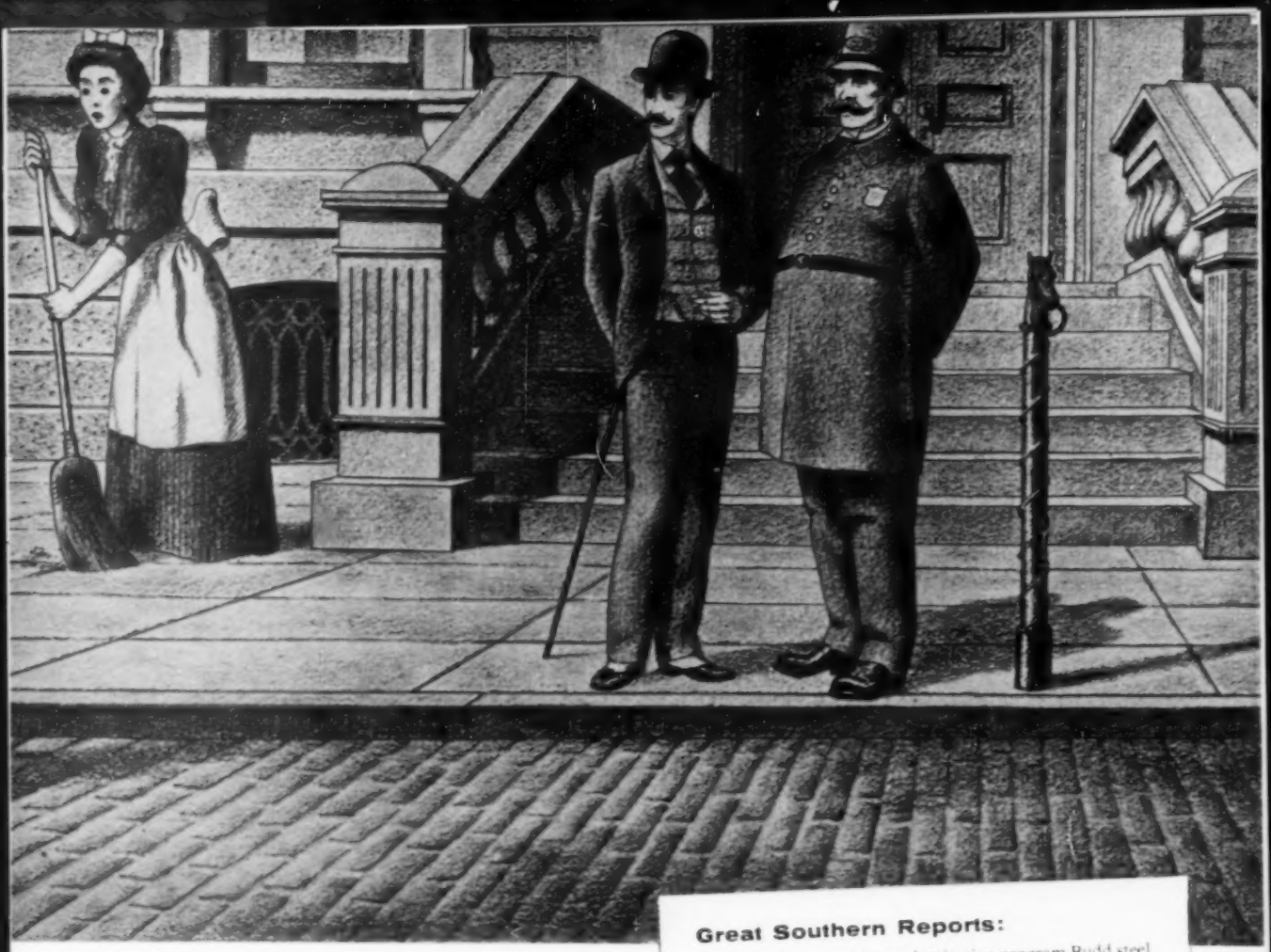
OKLAHOMA CITY—Southwest Wheel, Inc.
OMAHA—Morgan Wheel & Equipment Co., Inc.
OMAHA—Omaha Rim & Wheel Co.
PEORIA—Peoria Wheel & Rim Co.
PHILADELPHIA—Kay Wheel Sales Co.
PHILADELPHIA—Thomas Wheel & Rim Co., Inc.



and low in cost, insure less down time, prolong tire life, and reduce maintenance overhead for faster, safer runs. They're easily installed: just "button down" the ball-faced cap nuts. Their built-in alignment, with permanently attached rims, eliminates adjustments.

Considering the economies of tubeless? Budd has the only complete line of road-tested, tubeless wheels, completely interchangeable with conventional equipment.

The Budd Company, Detroit 15

Great Southern Reports:

"In completing our fleet modernization program Budd steel disc wheels have been specified 100%. Their built-in alignment has eliminated 'tire wobble' and has been a major factor in reducing our tire mileage costs. The simple mounting and alignment features of Budd Wheels have contributed notable savings in labor and down-time at tire changes."

D. D. Hodges, Vice President
Maintenance and Equipment
Great Southern Trucking Company

PITTSBURGH—Wheel & Rim Service
PORTLAND—Six Robblees', Inc.
PROVIDENCE—New England Wheel & Rim Co.
RALEIGH—Carolina Rim & Wheel Co.
RICHMOND—Dixie Wheel Co., Inc.
ROCHESTER—Frey, the Wheelman, Inc.
SALT LAKE CITY—Henderson Rim & Wheel Service
SAN ANTONIO—Southwest Wheel, Inc.
SAN FRANCISCO—Wheel Industries, Inc.
SEATTLE—Six Robblees', Inc.
SOUTH BEND—Wheel & Rim Sales Co.
SPOKANE—Bearing & Rim Supply Co.
SPRINGFIELD, ILL.—Illinois Wheel & Brake Co.
SPRINGFIELD, MO.—Borbein, Young & Co.
ST. LOUIS—Borbein, Young & Co.
ST. PAUL—Wheel Service Co.
SYRACUSE—Wheels, Incorporated
TACOMA—Six Robblees', Inc.
TOLEDO—Wheel & Rim Sales Co.
WICHITA—Borbein, Young & Co.
WINSTON-SALEM—United-Automotive Service

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Budd

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LOS ANGELES—Wheel Industries, Inc.
PHILADELPHIA—Kay Wheel Sales Co.
PHILADELPHIA—Thomas Wheel & Rim Co., Inc.

GETTING DOWN TO BRASS TACKS

ON POWER BRAKING

. . . the overwhelming choice on trucks

is vacuum power,

with Hydrovac* leading all other makes combined.

Users prefer this kind of braking because

—it does the job simpler

—and better

with less first cost,

less expense for maintenance

and without compressor drain on engine power.

Then, by saving weight,

it can add several hundred pounds to pay load.

All this plus . . . the vital safety stand-by

of sure and dependable braking,

instead of "no power, no brakes"!

. . . It will pay to investigate

HYDROVAC (VACUUM HYDRAULIC) POWER BRAKING BY BENDIX

*REG. U.S. PAT. OFF.

Bendix PRODUCTS DIVISION South Bend, IND.

Bendix AVIATION CORPORATION

June's Story Behind the Story:

Why We Developed Single-Subject, Roundup Stories

MORE AND MORE BUSINESSMEN are finding it harder to find the time necessary to do all the reading needed to keep abreast of their jobs. And this, quite naturally, makes them more selective in what they read. A borderline story that they would have waded through 10 years ago, they don't take time to read today.

There are plenty of techniques an editor can use to counteract this trend. To name a few: fast reading headlines, briefed down stories, more dramatic use of pictures, a more logical structuring of the story on the page, etc. But none of these techniques will help if the subject material is poor in the first place.

Our mail and field research on FLEET OWNER all points to the fact that the "case-study" type story (i.e. story about one, single company) is considered poor reading material by most of our readers. The reason is simple: if the story is not about a company similar to their own operation, they consider it "borderline" and don't take the time to read it.

Significantly, our research also shows . . .

. . . that a longer, single-subject story containing a great deal of research material gets a very high readership. Again, the reason is simple: the time-pressed businessman will take time to read a thorough editorial analysis on a particular subject because he's sure that he'll get information that will help him with his job. That's why you've been seeing more and more single-subject roundup stories in FLEET OWNER.

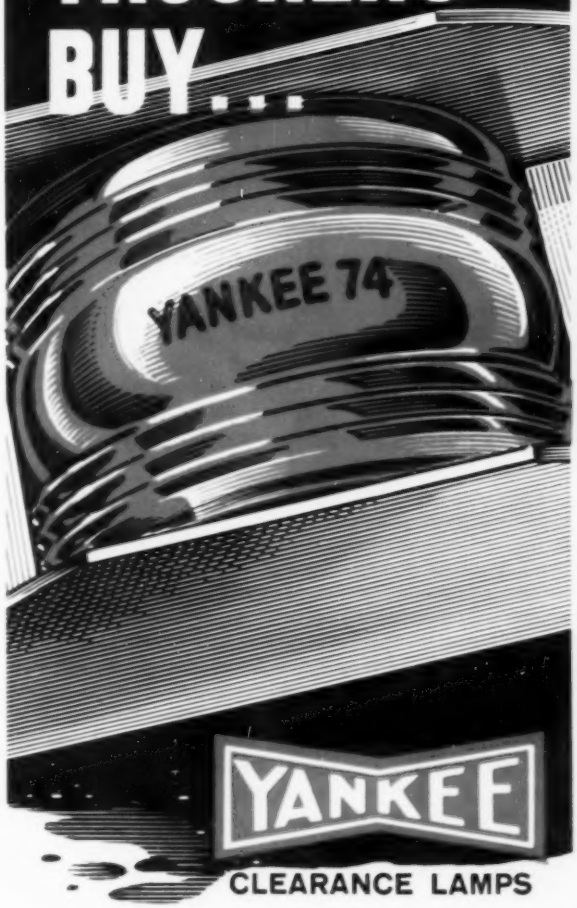
You'll find the most recent example . . .

. . . on p 55. The story has been in the works for 10 months. This, incidentally, is one of the major reasons why you don't find the single-subject, roundup story in many business publications. They take too much time to develop.

Briefly, here are the steps that we normally follow before a story of this type is published. After we've determined there's a need for the story, we put together a preliminary outline to work from. Second, we research all the material that's been written on the subject and revise the outline. At this point, the editor has the background information necessary to ask the experts questions which will produce the most information. Then we get together with the authorities. The story is written and, before we go any further, it's sent back to the experts for an accuracy check. Finally, it's sent to the printer. We believe you'll find the results of this method helpful.

No. 74 Yankee All-Steel Armored Clearance Light. It's Bonderized; It's Budget-Priced . . . and Unconditionally Guaranteed!

SMART TRUCKERS BUY . . .



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FLEET OWNER | LABOR REPORT

ICC Proposes "Impossible" Rule

FLEET OPERATORS are being put on the spot in their union dealings. The new threat to labor peace isn't from organized labor. The Government—via the Interstate Commerce Commission—is turning out new operating rules that would almost require truckers to ignore the attitudes of Teamster drivers and other union members at a time of labor trouble. This, say many trucking officials, would only breed more trouble and it wouldn't work anyway.

Taking on the massive International Brotherhood of Teamsters is work enough for the trucking industry, without adding new ground rules that could mean some serious labor flare-ups. That's the sentiment of common carriers who resisted—without success—an ICC order that would cancel contract clauses which allow the carriers to refuse to make deliveries across picket lines or in other kinds of labor disturbances.

Most common carriers, both railroad and truck, have such clauses. They can refuse to make deliveries during a strike, labor violence, threat of violence and so on.

Besides the possible jolt to their relations with the union, the carriers argue a practical point. If the truck driver simply refuses to cross a picket line recognized by the Teamsters, the carriers are almost powerless to enforce the ICC order. They can't get court orders requiring drivers to cross a picket line—so they can't assure service to shippers.

The ICC position, which was taken by a subdivision of the Commission and is up for review, is a follow-up of an earlier stand. Last December, the ICC held that "hot cargo" contracts are not grounds for refusing to make deliveries to shippers. At that time, the ICC threatened to lift the licenses of carriers who refused deliveries because the cargo had been blacklisted by the Teamsters, as permitted in union contracts.

In this way, the Federal agency is on the way toward completing the circle by voiding common carrier contracts with both labor and shippers that could interfere with deliveries. The first duty of the common carriers, says the ICC, is to the public.

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The plan is to coordinate wages and job territories on the waterfront. New hauling techniques on the Atlantic and Gulf coasts by trailer and containerships (cargo moved in a single package) threaten some jurisdictional problems for the dock unions. This has opened the way for Teamster president, James R. Hoffa, to propose working plans between his union, the ILA and the unions in the AFL-CIO maritime department.

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So far, the Teamster overtures are being ignored, but it's going to be difficult for AFL-CIO president George Meany and other opponents of the trucking union to insist that the expulsion stick when the Teamsters are working closely with the federation's affiliated unions.

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Four Leading Trucking Executives Praise Results with RCA 2-Way Radio

Chester Yri
Seattle Terminal Manager
CONSOLIDATED FREIGHTWAYS, INC.

"RCA 2-Way Radio has increased our pounds per man-hour. Our records show that in some cases we have increased as much as 6 to 8 stops per pick-up man per day. With radio we are able to load our line—haul equipment more efficiently and improve our schedule departures. We are very pleased with our RCA installation in Seattle."

John M. Akers
President
AKERS MOTOR LINES, INC.

"Radio greatly improved the efficiency of our operation. We have found that the installation of RCA 2-Way Radio has increased the number of stops per truck per day up to approximately 25%. Any company that operates pick-up and delivery service can use 2-way radio very effectively."

Robert Shenberger
Terminal Manager
MASON & DIXON LINES, INC.

"Our RCA Quiet Channel Equipment lives up to its name, cutting out all 'channel chatter.' We're sure of fewer repeat messages—more dispatched vehicles per hour than with ordinary equipment. We're sold on RCA 2-Way Radio for trucking use."

Ted Vanesh
Director of Terminal Operations
SPECTOR FREIGHT SYSTEM, INC.

"Radio has enabled us to reduce our terminal operating costs. We don't have the dead time we had in the past or the time involved in locating a phone booth where the driver can call the dispatcher. The use of RCA 2-Way Radio in our pick-up and delivery service gives us more productive time."

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Increased business and higher profits go hand-in-hand with radio-equipped motor carriers. And most of these users choose RCA 2-Way Radio because of its reputation for quality and the better service it provides for customers. You enjoy such benefits as 6/12-volt interchangeability, lower standby battery drain, high quality voice transmission, and RCA Service. Be sure the equipment you buy offers all these benefits. Specify the RCA "Carfone" for your next installation.

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A MESSAGE TO AMERICAN INDUSTRY • ONE OF A SPECIAL SERIES

Are You Preparing *Now* For The Next Boom?

America's leading companies are not sitting on their hands waiting for the recession to end. They are planning ahead ***now*** for higher sales and near-capacity rates of operation.

These facts stand out clearly from the eleventh annual survey of Business' Plans for New Plants and Equipment just completed by the McGraw-Hill Department of Economics:

- **Manufacturing companies expect their sales to increase 20%, on the average, from 1958 to 1961.** Growth industries, such as chemicals and electrical machinery, expect gains of 25% to 34%.
- **If these sales gains are achieved, the average rate of operations in manufacturing will rise from 78% at the end of 1957 to almost 85% by 1961.** This is the point at which pressure on costs begins to mount, as less efficient facilities are pressed into service.
- **Industry is not waiting for this point to begin getting its plants and equipment in shape for the next boom.** Despite record expansion in the past several years, many manufacturing companies plan to add new capacity in each of the next four years. But, more important, they are going ahead with the vital job of modernization and cost-cutting.

In the years immediately ahead almost two-thirds of capital investment will go for modernization and replacement of present plants and equipment. In this way manufacturing companies can avoid the higher costs and the squeeze on profits that occur when producing facilities are not in shape to handle an increase in sales volume.

These are the plans, as reported to McGraw-Hill, of a wide sample of manufacturing companies—for the most part, large firms and leaders in their respective industries. Altogether, these firms account for almost 40% of all employment in manufacturing industries.

Now Is The Time

How do your plans measure up? Are you planning ahead now for a 20% sales increase in the next three years? Is your company planning to modernize its buildings and equipment more rapidly than at any time in the recent past? If not, here are some of the inducements

that McGraw-Hill editors report from their continuous checking on the state of business.

(1) **There are plenty of opportunities for increasing efficiency by the installation of new equipment and the improvement of layouts in plants, warehouses and offices.** Despite the installation of tremendous volumes of metalworking equipment in recent years, according to AMERICAN MACHINIST over half of the machine tools now in U. S. factories are over 10 years old. Replacement of worn-out and obsolete equipment will mean material savings in operating and maintenance costs.

(2) **Machinery, parts, materials and labor are much more readily available now than they are when the economy is running at full steam.** You can be more particular about quality and about specification to meet your own requirements.

(3) **With lower interest rates and less competition for loans, it is both easier and cheaper to borrow money to finance equipment and construction.** To wait for another boom is to run the risk of having to pay higher interest rates and look harder for money.

(4) **Although there is an adequate supply of most types of labor available now, the prospect is that the supply of factory labor over the years ahead will be tight.** In 1965, there will actually be fewer men and women between the ages of 25 and 44 than there are now. Good factory workers will be either hard to get, or wage rates will rise sharply or—more likely—both. The best answer is to anticipate the rise in labor costs by installing more efficient equipment to increase labor productivity.

(5) **Finally, the costs of investing in new buildings and improved equipment *now* are almost surely less than they will be later.**

These are some of the reasons why many leading firms find ***now*** the best time in years to start on a program of plant modernization. There are other good reasons in the many new products and processes coming from the boom in research and development. This year industry will spend over $8 billion on R & D—$1 billion more than in 1957. And a heavy share of the new product development will consist of better machines and processes to be made available during the next few years. Already the pace of technical advance is so rapid as to call for modernization of plants built only a few years ago.

Years of Opportunity

It has been said that the years between now and 1961 are the "middle years" between two booms. This does not mean a long period of recession, but a period of slower growth—a transition from the postwar boom based on deferred demand, to a new boom in the 1960s based on dynamic population growth and a revolution in technology.

If so, these are the years of opportunity for business—opportunity to prepare for the growth that lies ahead with the most efficient equipment, the most modern plant and the best production organization that can be devised. This is the way to fight higher costs and avert a resumption of inflation. This is also the way to ensure that your company will be ready for its new markets in the 1960s.

Are you planning ahead ***now*** to be among the leaders?

This message is one of a series prepared by the McGraw-Hill Department of Economics to help increase public knowledge and understanding of important nation-wide developments. Permission is freely extended to newspapers, groups or individuals to quote or reprint all or parts of the text.

Donald C McGraw
PRESIDENT

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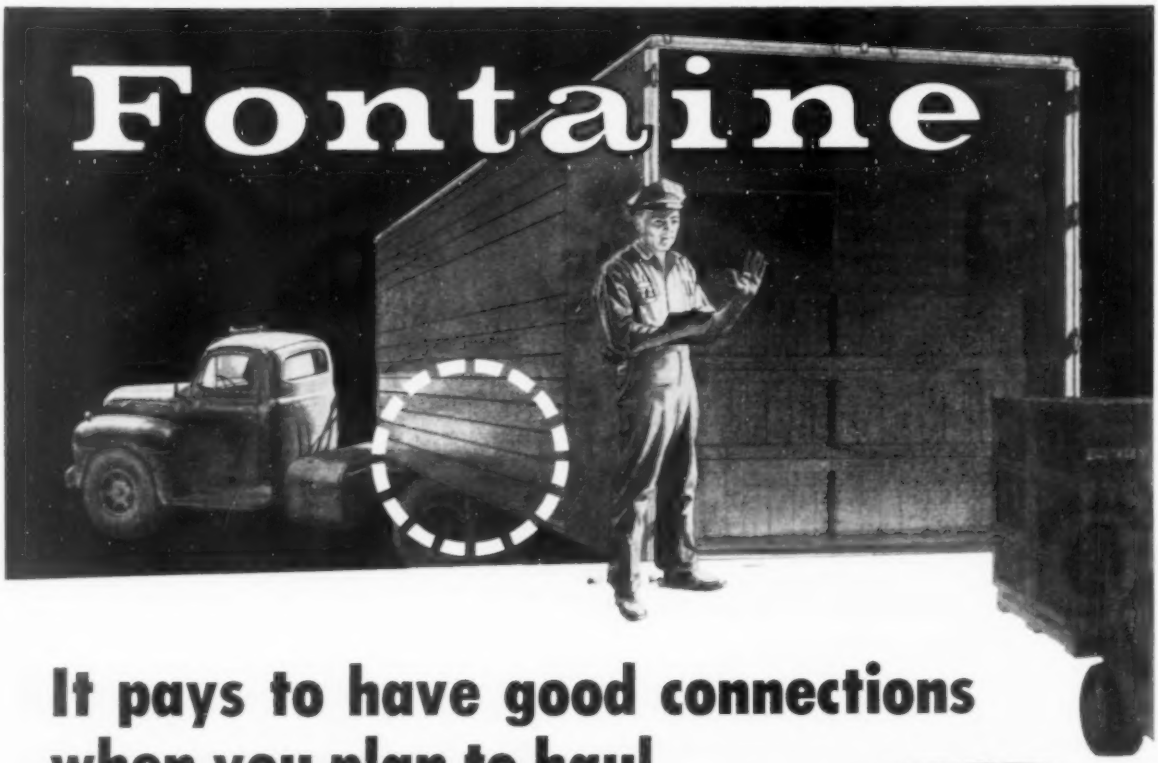

It pays to have good connections when you plan to haul maximum payloads

Two "No-Slack" 5th Wheels in the Fontaine line weigh less than 300 pounds completely installed. Both of these lightweight giants will provide maximum payloads because they are not bulky and heavy as are others.

The Fontaine Angle Mount 5th Wheel is the most easily installed 5th Wheel on the market. Five holes, five bolts in the sides of the truck frame members and the Angle Mount is ready to carry any load you want to put on it. This unit forms an additional cross member to the truck frame, giving the frame extra strength at this vital point. The need for reinforcing beams or frame build-up has been eliminated. Completely installed it weighs only 295 pounds.

The Fontaine Frame Mount 5th Wheel is attached to the truck frame by two pairs of heavy duty U-bolts which go around the frame members and are attached through the foot brackets. It is available with this straight frame mount or with an angle tie using both U-bolts and an angle bolted to the frame and the foot brackets. Though installation is easy, this mount retains the strength and stamina desired of heavy-duty 5th wheels. This lighter-weight, 280-pound 5th wheel offers more payload, less axle weight each trip.

Complete, detailed information is available free on the Fontaine "No-Slack" 5th Wheel line. Write for your copy. You will find it pays to be connected with Fontaine.

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This is typical of the way important hidden values are built into Reo Trucks. Reo Division, The White Motor Company, Lansing, Michigan.

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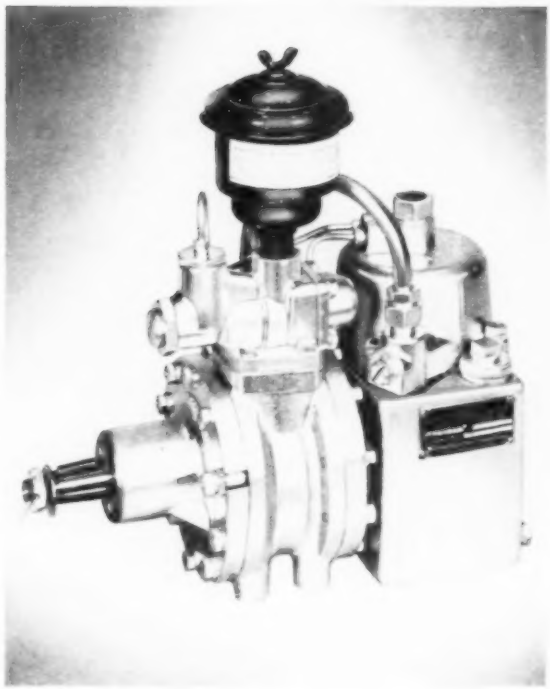

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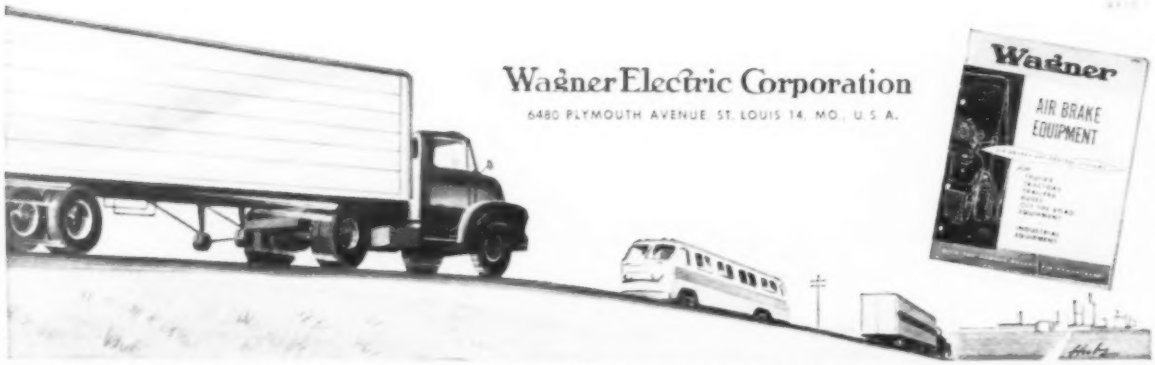

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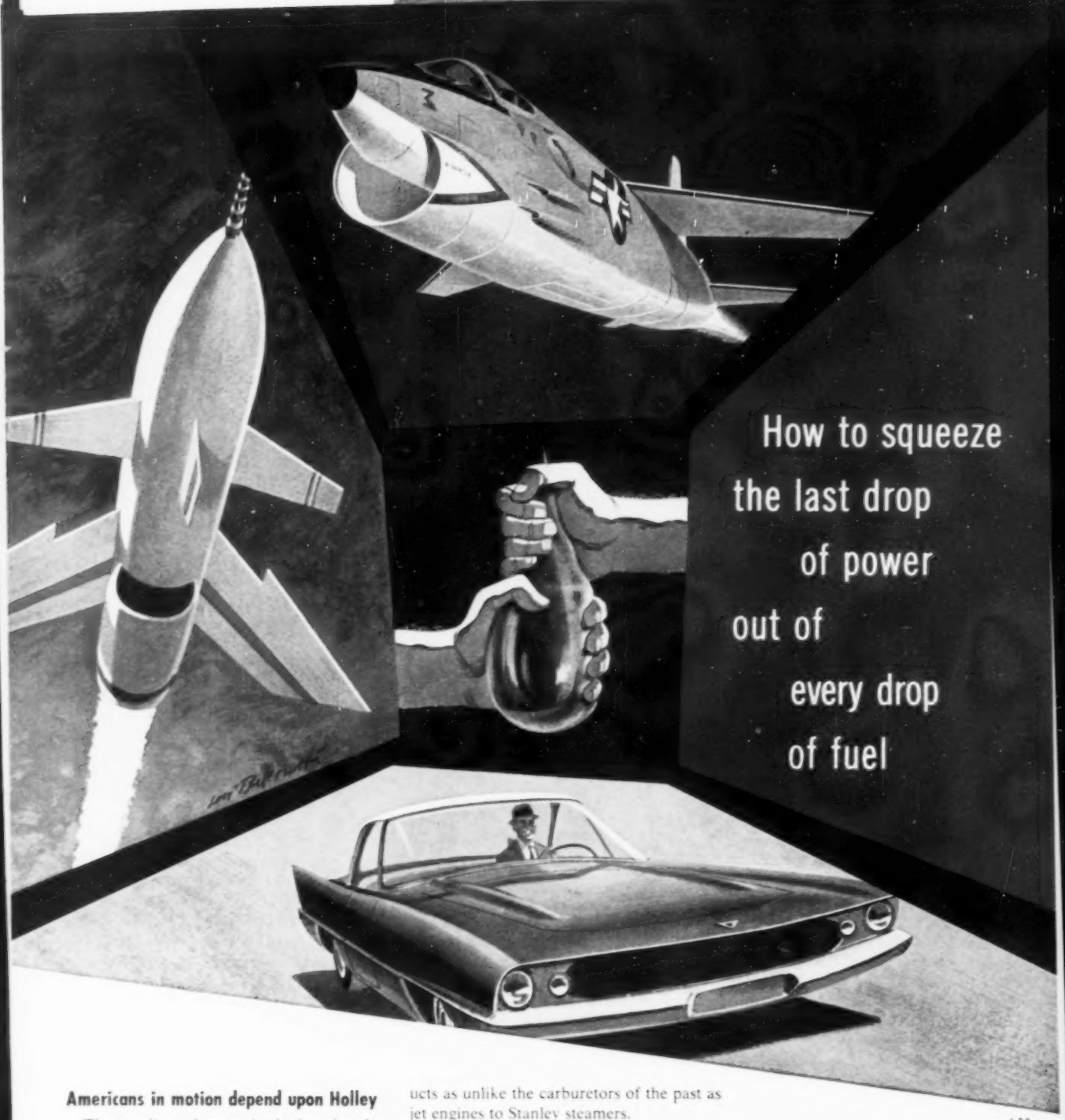

Americans in motion depend upon Holley

The startling advances in the last decade in pounds of thrust, in horsepower have exceeded nearly every other decade in America's engine development history. The challenge of contributing to this advance has fallen to Holley engineering teams with such varied problems as lighter weight, more compact fuel controls for jet engines, carburetors with more and more breathing capacity, ignition systems with more and more accuracy.

Holley's two teams of design and manufacturing engineers have developed products as unlike the carburetors of the past as jet engines to Stanley steamers.

Today, Americans stand on the threshold of a decade which will far outmode the power outputs of today. Holley engineers are currently working on control systems for power outputs relegated just yesterday to science fiction.

As in the last fifty years, Americans in motion will depend upon Holley products.

For more information about Holley products, automotive and aircraft, write to HOLLEY CARBURETOR CO., 11955 E. Nine Mile Road, Warren, Michigan.

1-28

LEADER IN THE DESIGN, DEVELOPMENT AND MANUFACTURE OF AUTOMOTIVE AND AVIATION FUEL METERING DEVICES

HOLLEY Carburetor Co.

How Truck Sales Look for '58

First quarter reports show the market is off, but two companies are up over their figures for last year . . . and here's a look-ahead at what research people are planning for the future, plus service tips on new cars.

TRUCK OUTPUT currently is at about 77% of the 1957 pace, and truck production this year may hit the lowest level since 1945, when 791,000 units rolled off assembly lines. At today's production rate, it looks as if the truck output will end up at about 835,000 vehicles this year.

The last time the annual truck production in the U. S. fell below the one-million mark was in 1946, when 942,317 vehicles were made. Since then, assembly lines have turned out between 1,083,670 units (last year) to 1,412,148 units, the all-time record established in 1951.

Latest reports show that of the six leading truck makers, only Willys and International have built more trucks so far this year than for the same period in 1957. Two other companies, both low-volume producers—Diamond T and Four Wheel Drive, show gains this year over last. All the other makes are running behind 1957.

Ford, so far this year, appears to be taking the worst beating, running about 37% behind last year, while Chevrolet trucks show a drop of only about 2% below 1957. However, Ford seems to be making inroads in the heavy-duty field with its new line (FO, May '58 p 55), holding almost 31% of the market compared to International's 29%. But International still holds its lead in the 19,501-lb and above class.

■

Research underway in the automotive capital holds out some intriguing possibilities for fleet men. Bearings lubricated by air, rather than oil or grease, may come in the foreseeable future. Detroit researchers who are working on the problem report progress is being made.

According to a Ford spokesman, air is an ideal lubricant. By virtue of a constant stream of air through the bearing area, the bearing is self-cleaning and air-cooled. Basic principle of the air bearing is simply a matter of using air pressure (about 30 psi) to provide a 1/1000th-in. film of air between the bearing and the housing.

Jet and gas-turbine engines are a little closer to the road, according to Ford Motor Co. Ford says it can make turbine and compressor rotors at about $100 each, plus the cost of blades. Ever since speculation about a turbine car started, the cost of making turbine wheels has been the big handicap. The Ford development, for the first time, confirms officially the progress made to date. But the $100 figure is still considerably higher than the goal of some research engineers who say they are making rapid progress toward complete turbine wheels at a production cost as low as $25 each—a big drop.

Automotive ignition systems without a distributor are undergoing tests in Detroit research laboratories. Already there are some test units on the road with these systems. One big advantage cited for the new system is greatly improved efficiency of combustion, which can mean a definite boost in miles per gallon.

■

Several model changes are worth pointing out to your service men. The transmission oil pan drain plug, at the rear of the pan, has been eliminated from the late 1958 Pontiac Hydra-Matic transmissions. Draining is accomplished by disconnecting the oil filler tube at the side of the transmission pan. All the other draining and refill procedures remain the same.

On Plymouth sixes the exhaust valve clearance has been increased from .010 to .012 in. Intake valve clearance on these models remains at .010. Six-cylinder engines are now identified by the serial number model designation L 230, rather than the formerly used LP-6.

To service valve tappets on 1958 Plymouths, it is necessary to remove the right front fender shield. Previously there was an opening in the right fender shield, permitting access to the tappets. Plymouth sets the time for a servicing job at about 1.7 hours.

Brake work note: On Plymouths made since March 10, there has been a change in the master cylinder for models equipped with conventional brakes. The change eliminates the need for any "free-play" adjustment to a pedal stop built into the master cylinder. In addition, certain brake pedal linkage parts have been discontinued with the new master cylinder change.

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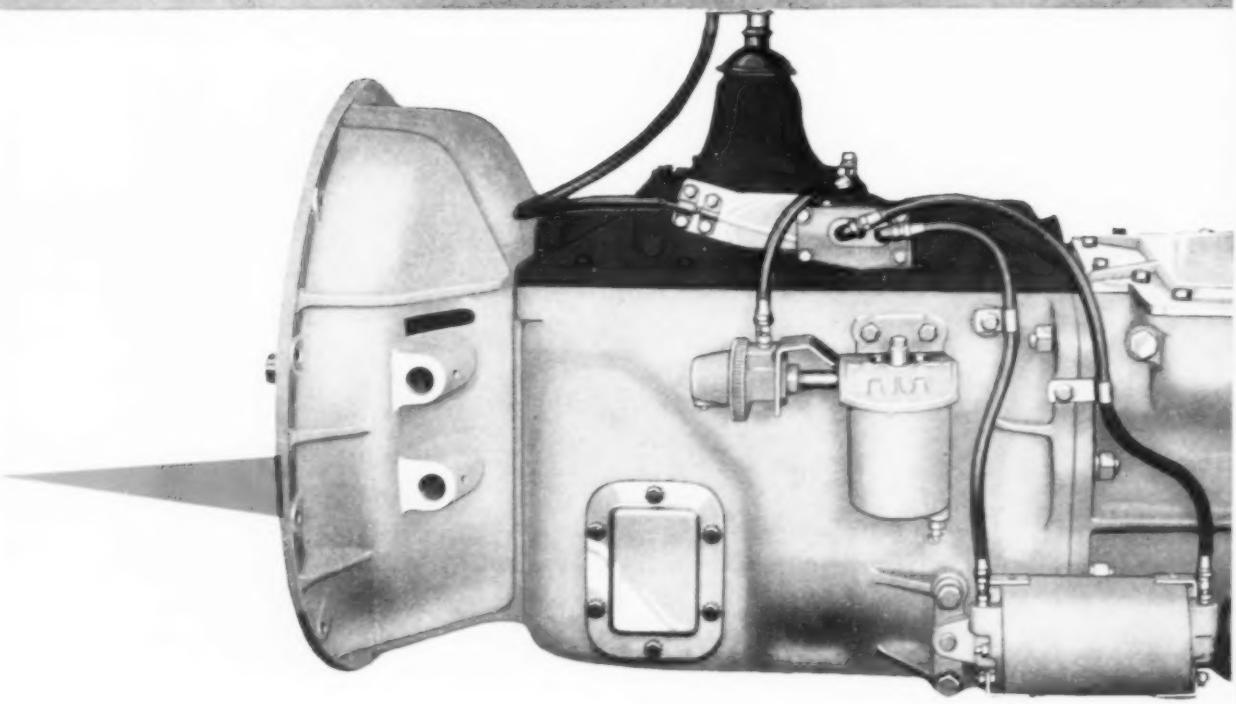

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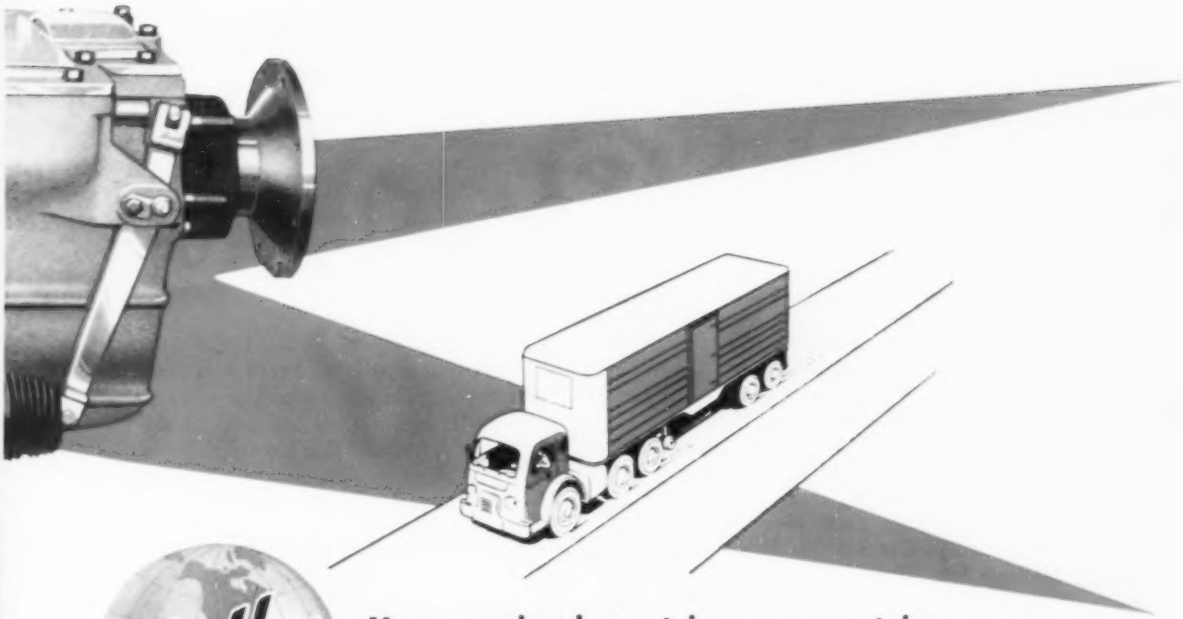
160 pounds lighter!

Alloy Clutch Housing • Front Case • Auxiliary Case



Fuller TRANSMISSIONS

More payload per trip . . . *every trip* means more profitable tonnage yearly!

COUNT THE EXTRA PROFITS! The new 10-speed Fuller Models R-96 and R-960 (overdrive in 10th) save 160 pounds in axle loads . . . increase payloads just that much on every trip. Total this extra freight over one year's operations and you'll see why these aluminum-cased RoadRanger Transmissions are the most profitable ever offered the industry!

FULLER MANUFACTURING COMPANY • KALAMAZOO, MICH.

How to Judge Your Resale Market

What kind of car does the public want? The answer could guide you to the right car to buy with chances for top recovery value. To help you decide, here are current buying practices and the effects they have on manufacturers.

RIGHT NOW, it's too early to predict for sure if the increased demand for smaller and more economical cars is a temporary situation. It may only be the result of a combination of the recession and a fad for small cars. Or it may well be the start of an entirely new concept in family and individual transportation in America.

The basic problem for the fleet man is: what car is the best investment today? Even if your practice is to junk used passenger cars when you're through with them, you still have the problem of keeping your drivers happy. And if you count heavily on resale value, it's just that much more important to buy the car that will be in style for a few years.

The style is set by the public—but it becomes an accomplished fact only when the automobile manufacturers begin to produce what they think the the public wants. So, to bring your problem closer to home, here's how Detroit is reacting to the current confusion over public preference:

Auto makers are reluctant to switch to small cars because they have been burned a few times in the past. For example:

In 1930, during the depression, the American Austin was introduced. The first year there were 4354 Austins built and sold. But by 1934 the company sold only 1059 cars, and gave up the ghost. Still, in 1930 there were more than 2.75-million big cars sold in the U. S.

During this same period, there was only one year (1932) when highway consumption of gasoline showed a drop, and that year it decreased about 7%. But by 1934 consumption was back up to the 1931 level and has grown steadily since.

Following World War II, Crosley came on to the scene but folded in 1952, finding little or no market for its small cars. Then there were the Willys Americar, the Area-Willys and the Henry J. All suffered the same fate. The only one to appear on the scene in the last decade and survive has been the Rambler.

Foreign cars are still a minor factor in the plans of the American car manufacturers. Imported European-made models have been successful—but foreign car sales now account for only 3.5% of the total market in this country.

That 3.5% represents about 200,000 cars sold a year, and it has caused the American car manufacturers to investigate the reasons for the sales and to try to determine whether the demand for foreign cars can be satisfied by continuing imports instead of retooling at home.

Some of the facts that have been turned up are: First, the intellectual tag still clings to the foreign car. A man who brings home a foreign car indicates he has made his choice for "intellectual" reasons. In other words, this is a car with a built-in snob appeal.

Second, there are factors working against acceptance of the foreign car by the average American. Studies indicate that brand loyalty among foreign car owners is low. These buyers will not stick to the same make in the way big car buyers generally stick to one Detroit make.

Third, European cars are designed for European conditions—short distance, poor roads and high gasoline prices. They're not good vehicles for long trips and they don't make it easy to take the whole family away for a weekend.

Fourth, the result of all the above conditions is that many foreign cars are being bought as the second car in a family. So despite the impact on the car market of the smaller foreign models, there's no indication so far that Americans have given up their desire to own the biggest, the best and most powerful of anything that involves their daily lives.

The Rambler is enjoying huge success at present. This American-made small car has sales so far this year 70% higher than last year at the same time. Except for Studebaker's entry this fall (see Fleet Trends, May, p 49), American Motors will continue to have the home-grown small car field all to itself.

Rambler outsold every foreign car except the Volkswagon in March of this year—and it topped Edsel and Lincoln, too. If you add Rambler sales in with foreign car sales, you find that this grouping accounts for about 8% of the market now.

Detroit will ride out the recession before making drastic changes. Before giving up their long-successful policies, the car makers want to see the public buying without fear of the consequences of being caught in debt by a depression.

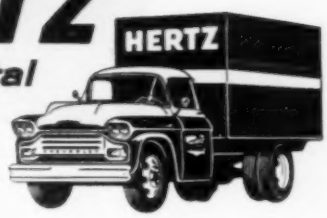
One truck or more . . . get The Hertz Idea and you've got 'em

Delivery delays? No such problem when you depend on Hertz to provide you with the trucks you need—whenever you need them! You can rent a hefty Chevrolet or other top-conditioned Hertz truck of any size or type. By the hour, day or longer. Just send your driver over with proper driver's license and identification. And rates are low. In San Diego, California, for instance, a 2-ton van truck costs only $8.50 for 24 hours plus 10 cents a mile, including all gasoline, oil and proper insurance. Your local Hertz office is listed under "Hertz" in alphabetical telephone books everywhere! Hertz Truck Rental, 218 South Wabash Avenue, Chicago 4, Illinois.

Most experienced...by far

HERTZ

Truck rental

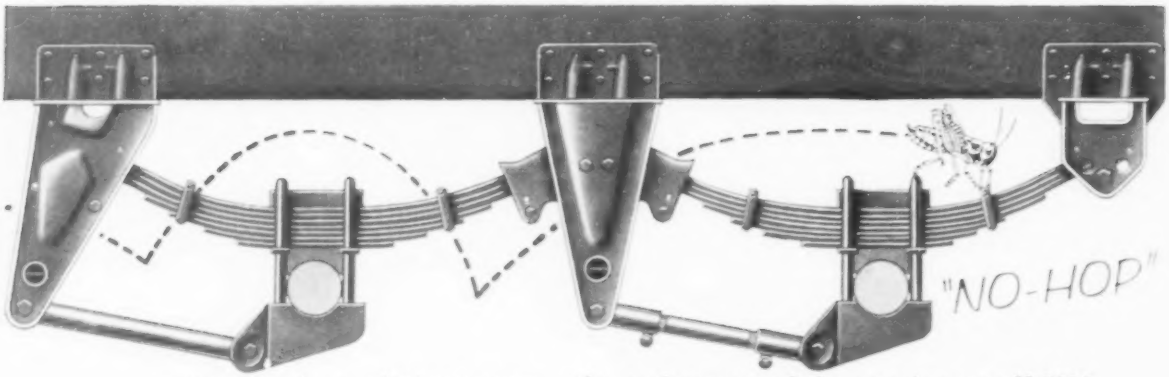


Listen to Hertz Business and World News featuring Walter Cronkite every day on CBS Radio

All these features { AT NO INCREASE IN PRICE! AND NO INCREASE IN WEIGHT!

the "HUTCH-7000"

NO-HOP Hutchens, the standard comparison in the tandem field

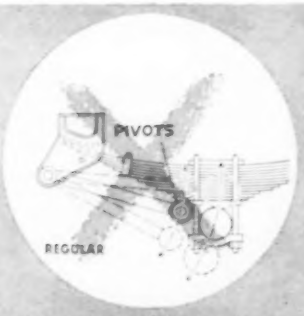


. . . now adds the revolutionary new H-7000 No-Hop to the long list of Hutchens suspension models available for every use and every user.

Ted and Lewis Hutchens are proud of the fact that they are able to introduce this No-Hop unit at NO INCREASE IN COST.

Without an increase in cost, every operator may put in service one or a hundred. Check the performance of the amazing new H-7000.

The profit-making features and savings of the H-7000 No-Hop have been field tested in millions of miles over the road. The H-7000 has been used under close supervision by a number of the nation's large fleet operators. The operational savings made possible through this No-Hop unit cannot be questioned. Get all the facts directly from the factory or from any of the 600 points of Hutchens sales and service.



TORQUE ARMS MORE HORIZONTAL

Through designing the H-7000 No-Hop with MORE horizontal torque arms, the Hutchens engineers have created for the operator more positive alignment, easier alignment adjustment, more even distribution of weight and eliminating "dog tracking" caused by overloading of one side.

The MORE horizontal torque arms insure better alignment when cargo is loaded heavier on one side than the other. This helps eliminate the tandem being out of line from load to load. Through eliminating this alignment problem, the tandem wheels always track, regardless of cargo load placement, making cupped tires and excessive tire wear no longer the operator's loss.

STOPS HOP . . . REDUCES TIRE WEAR . . . REDUCES BRAKING DISTANCE

Through changing the force applied to the axle when braking, the H-7000 No-Hop eliminates hop so common when lighter loads are being carried. By eliminating the hop, tire wear is automatically reduced, creating added savings and more profit for the operator. Through eliminating axle roll when brakes are applied . . . braking distance is materially reduced.

THE SAFETY FACTOR ALONE can substantially increase operating profit through reducing accident loss and eliminating driver "tension."

Through introducing the new H-7000 No-Hop at no increase in cost over the conventional H-700, Hutchens makes it possible for every operator to compare units in actual operation.

NEW EQUALIZER BEARING . . . NO WEAR

The new H-7000 No-Hop equalizer is completely rubber bushed. It requires no service . . . no lubrication, is completely rubber lubricated and pre-assembled. There are no moving parts in the equalizer bearing, thereby eliminating WEAR.

Note on the drawing how movement of the equalizer is attained without moving parts in bearing. The movement is attained through the "twist" in the pre-tensioned rubber bushing.

(All mounting features available in the H-700 are STILL available in the new 7000, INCLUDING SIDE MOUNT. Available in regular or widespread models.)

World's largest Independent manufacturer of suspension units

EXCLUSIVE MANUFACTURERS TO TRUCK TRAILER EQUIPMENT

Hutchens & Son Metal Products, Inc.

SPRINGFIELD, MISSOURI

MEMBER TRUCK TRAILER MANUFACTURERS ASSN. TTMA

600 POINTS OF SALES AND SERVICE IN THE UNITED STATES, CANADA AND MEXICO

* * *

Perfection Steel Body Company used USS MAN-TEN High Strength Steel to make stone-hauling trailers for the Cleveland Limestone Company, North Olmsted, Ohio. Because USS MAN-TEN Steel has a 50% higher yield point than structural carbon steel, it can be used in thinner, lighter sections with no loss of strength. Result: a lighter trailer, a heavier payload.

120 tons more payload—$304 more profit per day with USS High Strength Steel trailers

"Each of our ten High Strength Steel trailers hauls three tons more payload than the old carbon steel trailers used on this 75-mile run," says Mr. Robert Arundel, President of Cleveland Limestone Company. "The additional payload means $7.60 more profit per truck for each trip. For our whole fleet, at four trips daily it adds up to $304 more profit each day!

"The previous carbon steel trailers were strong enough, but they couldn't take the extra load without going over the legal weight limit. The trailers themselves were too heavy. Because our High Strength trailers are *lighter*, they can carry a heavier load and stay within highway weight limitations."

USS High Strength Steel reduces trailer weight as much as $\frac{1}{3}$ because it has a yield point 50% higher than structural carbon steel; therefore it can be used in thinner, lighter sections with no loss of strength. It also cuts down on maintenance because it has more resistance to abrasion, impact, and atmospheric corrosion.

United States Steel produces five special steels for truck and trailer construction, three High Strength Steels—USS MAN-TEN*, COR-TEN*, TRI-TEN* brands—USS "T-1"* Constructional Alloy Steel, and USS* Stainless Steel. If you want more information about how these steels can help your trucking operations, write United States Steel, 525 William Penn Place, Pittsburgh 30, Pa.

United States Steel Corporation - Pittsburgh
American Steel & Wire - Cleveland
Columbia-Geneva Steel - San Francisco
Tennessee Coal & Iron - Fairfield, Alabama
United States Steel Supply - Warehouse Distributors
United States Steel Export Company

USS United States Steel

*TRADEMARK

Look for this nearby Goodyear dealer sign for better tire values—better tire care.

GOODYEAR TIRES

"Even on toughest

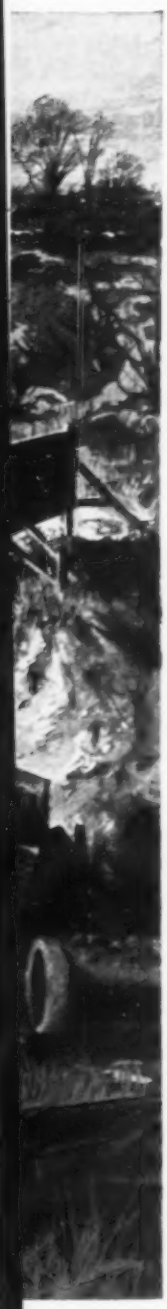
Buy and Specify Tubeless or Tube-Type

60th GOODYEAR ANNIVERSARY

GOODYEAR

MORE TONS ARE HAULED ON

runs, we've *doubled* our tire mileage!



Our cost-per-mile is hitting new lows with Goodyear's new HI-MILER CROSS-RIB!"

How O.K. Trucking Company, Cincinnati, Ohio, solved tread wear and breakdown problems!

"Every operation has its own headaches. Our worst were tread wear and road breakdowns.

"And I said *were*," continues O.K.'s Maintenance Superintendent Owen L. Negangard. "We've licked those problems at last—and we're heading for our lowest tire-cost-per-mile *ever!*

"It started when we decided to try Goodyear's new Hi-Miler Cross-Rib on tractor-trailer units on our toughest runs through Kentucky, Indiana, Ohio and West Virginia.

"Previous tires seldom gave us more than 45- to 50-thousand original tread miles on these runs—and there was a hillside detour near Athens, Ohio, where we'd have as many as 4 or 5 road delays a night because of tire failures.

"What a difference with Hi-Miler Cross-Rib!

"After close to 110 thousand miles on the same runs—*all on drive-wheels—all on original rubber* — the treads still have nonskid depth left – AND THERE HASN'T BEEN A SINGLE CROSS-RIB TIRE FAILURE!

"Frankly, I've no idea what the TOTAL life of a Cross-Rib can be, on our tough operation. But we're putting them on more and more of our rigs —and I've been around tires long enough to see that *our tire-cost-per-mile is going to be the lowest in our history!"*

O.K. Trucking Company was established in 1929 and ran 40-million tire-miles in 1957.

See what some other Truckers say:

- LESS SIDESLIP, LONGER NONSKID WEAR THAN ANY OTHER TIRE!
  (Louisiana produce hauler)
- 76% MORE ORIGINAL MILEAGE THAN ON FORMER HEAVY TREAD TIRES!
  (State of Washington heavy hauler)
- TRIPLED PREVIOUS TIRES' MILEAGE – AND 50% OF TREAD STILL LEFT!
  (New York, Chicago and Texas hauler)
- 154% AVERAGE INCREASED MILEAGE OVER PREVIOUS TIRES!
  (Eastern U.S. general freighter)

For still other Fact File reports on Goodyear's new Hi-Miler Cross-Rib, contact your Goodyear dealer—or Goodyear, Truck Tire Dept., Akron 16, Ohio.

HI-MILER CROSS-RIB
EXTRA RUBBER *plus* TRIPLE-TOUGH

60% THICKER
NONSKID TREAD than conventional highway truck tires.

3-T
NYLON CORD
TEMPERED LIKE STEEL! Like steel, tire cord must be tempered to be tough. Goodyear's exclusive 3-T process, involving Tension, Temperature and Time, triple-tempers cord to make it TRIPLE-TOUGH – to give you longest tire life, lowest cost-per-mile!

Watch "Goodyear Theater" on TV—every other Monday, 9:30 P.M., E.D.T.

TRUCK TIRES

GOODYEAR TRUCK TIRES THAN ON ANY OTHER KIND

Hi-Miler—T. M. The Goodyear Tire & Rubber Company, Akron, Ohio

FLEET | BRIEF REPORTS

New Engines Have New Troubles

If you think your new passenger cars have "knock" then check again—it could be "rumble" . . . something new has invaded the ignition system field too . . . and here's another shot in the nylon-rayon tire fight.

RUMBLE IS THE NEWEST ENGINE PROBLEM to crop up in these days of high compression. It's the modern engine's answer to "knock," which is becoming old hat. Rumble is a low-frequency (500-1000 cps) noise which occurs at high-output operation. It's important because it may be a limiting factor as far as future engine design is concerned. It is likely to occur at compression ratios above 9:1, and has been noted in new passenger cars. Some describe the noise as sounding like "a crankcase full of billiard balls."

The cause is multiple surface ignition resulting from carbon deposits which build up in the engine. This carbon build-up follows light-duty operation with certain fuels. Fuels with heavy aromatics are said to contribute to the build-up. Spark retard or changes in mixture won't eliminate rumble, according to researchers. Additives do seem to offer an answer—particularly the phosphorous compounds. (For a rundown on additives, see "What Do You Know About the Additives You Use?" FO, May '58, p 66).

■

A new wrinkle in ignition has been developed by the Economy Engine Co., Youngstown, Ohio. Called the Kaehni system, it dispenses with the timing gearing, shafts and cams, the timer points, the distributor, and the automatic spark advancing and retarding mechanism.

Basically, the system consists of a transistorized power pack to provide spark voltage, a small capacitor to go in series with each sparkplug, and the usual wiring. There's nothing special about the capacitors and any standard sparkplug may be used. A relatively minor modification of the cylinder head is needed. This is due to the fact that the plug must be mounted in an antechamber in the head which needs cooling.

Economy Engine claims the new system provides more power at the sparkplugs than conventional ignitions, gives the proper combination of current and voltage for optimum performance under varying conditions of load and speed. The company says that the power required under any of the varying conditions of load and speed is provided automatically and at the required time to give the most efficient operation. It is also said to operate on both lean and rich fuel mixtures, delivering more power per unit of fuel used. Economy Engine reports excellent results in tests on both passenger cars and trucks. Several units are now being used experimentally by local operators on regular over-the-road runs. Complete records are being kept on these and FLEET OWNER will report on the results as soon as they are available.

Our Detroit office reports three auto makers are looking into the idea, one running trials on the Kaehni system itself. As with most new developments, problems have been encountered, but research is continuing.

■

Tire-cord performance figures recently announced by the Du Pont Co. should stir up some fresh debate in the nylon-rayon battle. Tests were run by Pacific Intermountain Express over a period of 33 months. PIE operates through some rough country, including mountain runs in the Rockies that take vehicles from sea-level up to 3000 ft, causing a 3½-lb. difference in tire pressure. Temperatures range from —20 deg F to 120 deg. The PIE vehicles used in the test were equipped with 167 of one brand of rayon cord tires, 308 nylon cord tires made by five different manufacturers. The report did not mention the brand names.

Test results, according to Du Pont, showed a nylon cost of .9204 cents per mile, a rayon cost of 1.041 cents per mile, giving nylon an 11.5 percent edge. Nylon cord, the report states, averaged 17% better original tread life than rayon cord tires, and showed a 25% greater ability to take retread. Du Pont points out that the spread should increase even further because a greater percentage (56 vs. 17%) of the nylon tires are still in operation. This holds true for the total life averages, too. Nylon cord tires, so far, are reported to have averaged 217,000 miles each; rayon cord tires, 170,000 each. Cord failures, according to the report, eliminated 72% of the rayon and 29% of the nylon cord tires. Of the 167 rayon tires, 29 are still in service; of the 308 nylons, 456.

As a result of the tests, says Du Pont, PIE now has 95% of its fleet rolling on nylon cord tires. Downtime due to tires has been reduced by 80%, PIE says.

100,000 miles before major overhaul with Cities Service C-300 Motor Oil!

Petersen Bus Line of Rochester, Minnesota reports outstanding performance.

Eleven out of twelve of the buses in Petersen's fleet are gasolene-driven units averaging 12,000 to 15,000 miles per year of tough stop-and-go operation.

Under these conditions, Petersen nevertheless has rolled up the following record:

- Up to 100,000 miles before major overhaul
- 3,000 to 5,000 miles between oil changes
- 25,000 to 30,000 miles for each set of valves

Owner Carl Petersen credits this record to two things: First, he uses Cities Service C-300 Motor Oil and thereby prevents harmful sludge, carbon or varnish build-up . . . even under low temperature start-stop operation. Second, he changes the filter whenever he changes oil.

With this simple procedure, Petersen finds he not only gets longer engine life, but his engines are also running cleaner than ever, without a trace of sticking valves or valve guides.

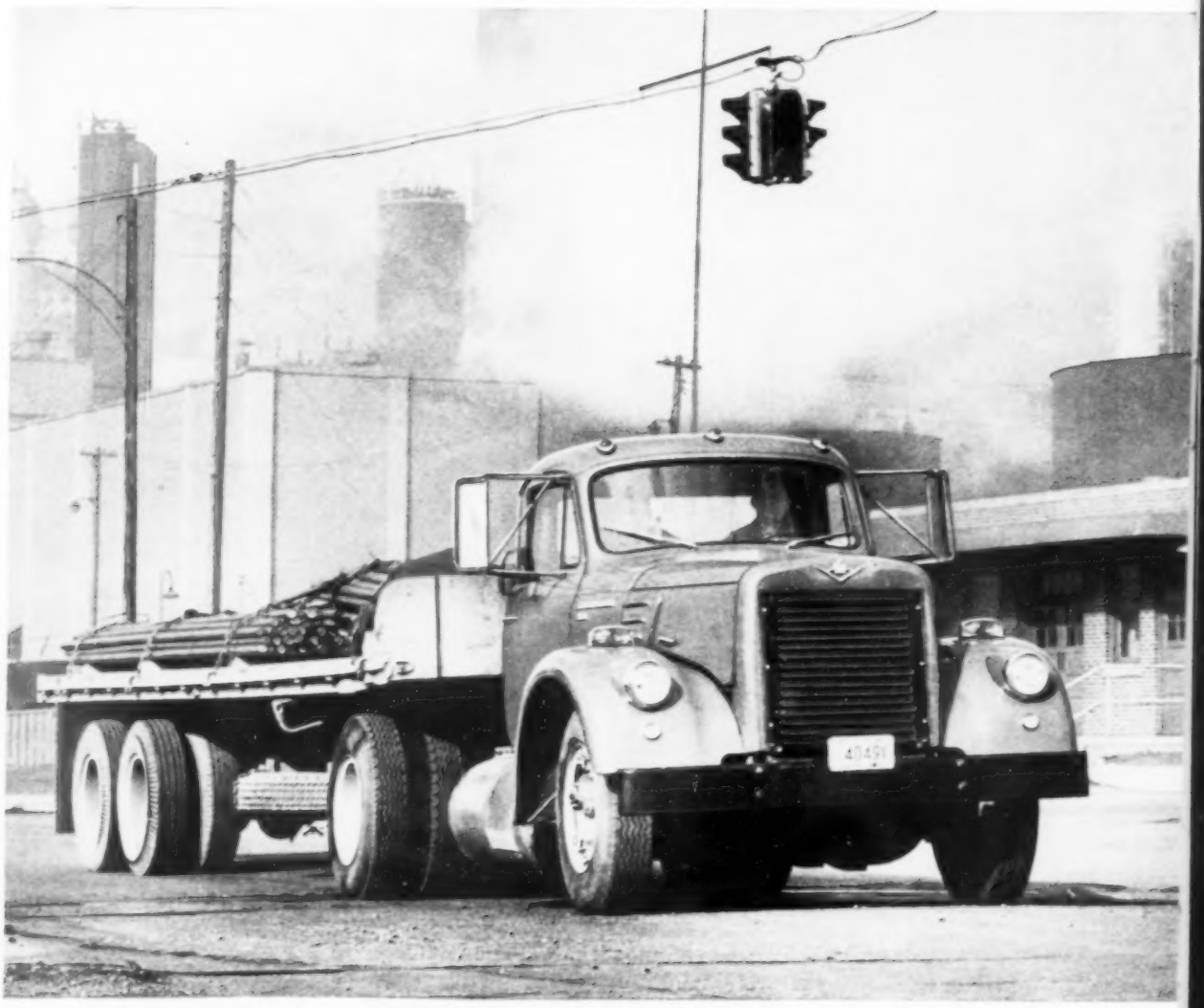
Whether you operate one vehicle or a hundred—whether yours is a bus, truck or taxi fleet—you, like Petersen, can brighten your maintenance picture with Cities Service fuels and lubricants. Get the full story from a Cities Service Lubrication Engineer. Or write: Cities Service Oil Company, Sixty Wall Tower, New York 5, N. Y.

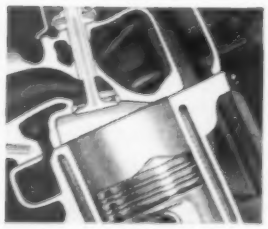
CITIES SERVICE

QUALITY PETROLEUM PRODUCTS

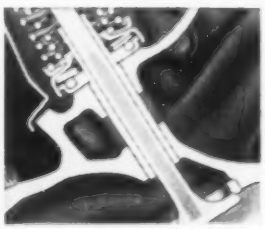
He guards the safety of 1000 kids. Carl Petersen's fleet takes them to and from school each day. Buses are kept safe with flawless maintenance and Cities Service products.

"The stop that keeps us on the go is the stop for Cities Service Milemaster Gasolene," says Carl Petersen. "This new regular priced gasolene gives us more power than ever before."



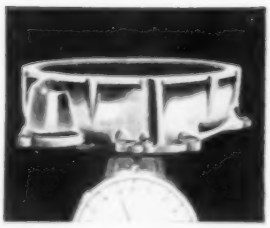


High-Pressure Controlled-Flo Cooling brings coolant direct to cylinder head. Full circulation, evenly distributed for low valve temperature and maximum life. Bypass for faster warm-up and more uniform engine temperature.



"Wet" Replaceable Exhaust Valve Guides allow direct water contact to take heat away faster. Positive valve rotators at base of valve springs keep valve faces and seats free of combustion deposits, add longer life.

Exhaust Valve Faces and Seats Are of Stellite, a material well known for its ability to resist the destructive effects of exhaust heat and gases. Valve seat inserts are undercut for faster, easier removal.



Aluminum Flywheel Housing weighs just 19 lbs. This standard lightweight INTERNATIONAL feature saves 40-50 lbs. of engine weight. Reinforced rib construction provides twice the strength of cast housing.

INTERNATIONAL TRUCKS

INTERNATIONAL HEAVY-DUTY V-8's

...*pay off where it counts!*

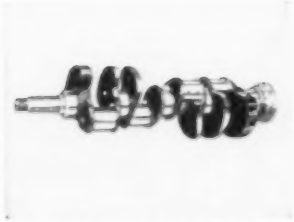
More hauling power at less cost!

INTERNATIONAL heavy-duty truck-type V-8 engines are engineered to take on the most rugged hauling job. They combine short stroke with low engine rpm—offer more usable horsepower and torque because there's less friction and drag. What's more, hefty all-truck pistons maintain full power without life shortening stress or strain. Operation-matched power trains convert engine efficiency into power at the wheels where it counts. You get more "go" with less shifting . . . and more economy with less operating and maintenance cost in any traffic or on any terrain.

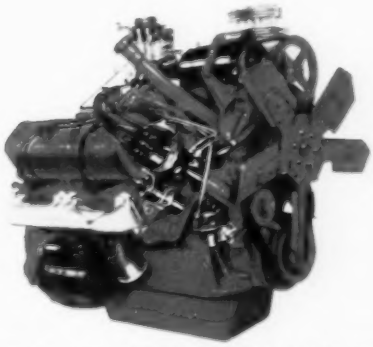
More built-to-your-need models!

You name it . . . you've got it with INTERNATIONAL V-8 Trucks! There are conventional or COE tilt-cab four- and six-wheel models for every hauling assignment. BBC dimensions measure as short as 48 inches, mean universal application for longer trailers and high-cube loads in 48 states. Exclusive weight-saving construction makes less metal do more work. Superior strength frames combine extra durability with flexibility for longer life. Models range up to 45,000 lbs. GVW and 65,000 lbs. GCW . . . and they cost *least* to own*!

**Signed statements in our files, from fleet operators throughout the U. S., back up this statement.*



High Carbon Steel Crankshaft. Main and connecting rod bearing journals are Tocco-hardened to combine an extremely hard bearing surface with a high torsional strength medium-hard core for long life.



Road-proven INTERNATIONAL V-8's "go" on the job, stay on the job with hefty 401, 461 and 549 cubic inch displacements.

cost least to own!

INTERNATIONAL HARVESTER COMPANY, CHICAGO
Motor Trucks • Crawler Tractors
Construction Equipment • McCormick® Farm Equipment and Farmall® Tractors

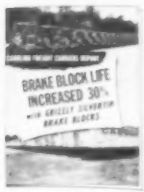
Hey, Mac—your rig needs

GRIZZLY SILVERTIP BRAKE BLOCKS

FLEET PROVED

THESE ACTUAL PERFORMANCE REPORTS SHOW YOU WHY!

BRAKE BLOCK LIFE INCREASED 30%!



Carolina Freight Carriers of Cherryville, N.C., operates a fleet of 730 units. Here's what the company's president, Mr. C. Grier Beam, has to say: "Grizzly Silvertip Brake Blocks give us 30% longer life. In addition, Silvertip blocks have improved braking performance, reduced drum scoring and drum wear and cut a big slice out of downtime."

BRAKE MAINTENANCE COSTS SLASHED!

Since switching to Silvertip Brake Blocks, M & G Convoy of Buffalo, New York, has reduced its accident rate, earned a big insurance discount. Says E. J. Hand, M & G's president: "Silvertip Brake Blocks insure longest possible drum life—in our case cutting drum replacements by 30%. Block replacement has been cut 50%. These savings, added to our reduction in insurance rates, add up to important money for us."

HERE'S "MORE FOR YOUR DOLLAR"!

Send for this book! You'll see the nine basic steps that lead to extra miles of braking safety with fleet-proved Grizzly Silvertip Brake Blocks. It's free . . . just write to GRIZZLY BRAKE DIVISION, 168 North Michigan Avenue, Chicago 1, Illinois. Request "More For Your Dollar."

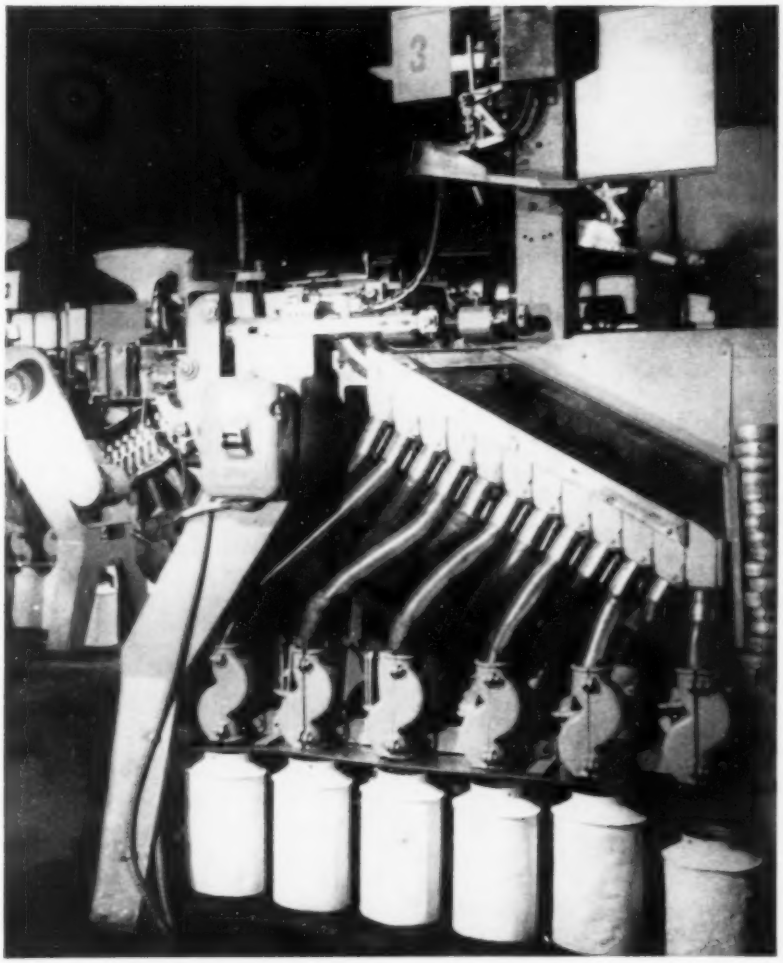
Bear in Mind . . . Ask for

GRIZZLY SILVERTIP BRAKE BLOCKS

FLEET PROVED

GRIZZLY BRAKE DIVISION, 168 North Michigan Ave., Chicago 1, Ill.

Why no roller ever "gold bricks" in a TIMKEN® bearing



(Another reason why TIMKEN® bearings are first choice with truck manufacturers)

ALTHOUGH we make bearing rollers as uniform as precision machines can make them, we go a step further. This automatic sorter separates rollers of one size into subgroups with 125 millionths of an inch maximum variation. With rollers from the same subgroup in a Timken® bearing, you're sure all the rollers in a bearing share the work load equally. It helps assure quieter operation, longer life. It's another extra step we take to insure Timken bearing quality.

Designed by geometric law to roll true, Timken bearings are precision-made to live up to their design. Rigid quality controls assure it, every step of the way. We even make our own steel, America's only bearing manufacturer that does. That's why Timken bearings are first choice with the men who *make* trucks.

So take a hint from them. For the best possible tapered roller bearing replacement, always specify bearings trade-marked "TIMKEN". And for helpful service information, send for free booklet, "Timken Tapered Roller Bearings—Their Care and Maintenance". Write Dept. OF-10, The Timken Roller Bearing Company, Canton 6, Ohio. Canadian plant: St. Thomas, Ontario. Cable address: "TIMROSCO".

SINCE THEY'RE BEST WHEN THE TRUCK IS NEW, THEY'RE BEST FOR REPLACEMENT, TOO!

TIMKEN *TAPERED ROLLER BEARINGS ROLL THE LOAD*

TRADE-MARK REG. U. S. PAT. OFF.

How Pills Can Be an Unknown Enemy

CURRENT SAFETY PROMOTION from the American Trucking Assns. warns, "Pills can affect your safe driving." Certainly, medicine has made great progress in treating diseases in the last decade. But many of the newer drugs may produce unwanted effects on driving ability.

The value of tranquilizers, anti-histamines and certain sedatives has been often shown. This is the doctor's responsibility and the patient's concern. The fleet manager must consider certain reactions which can cause accidents. Safety authorities and physicians agree on this safeguard: Take new medication for the first time when you don't have to drive.

The adverse effects of drugs are generally noticeable during the first few days you take them. Frequently, these effects are only detected by the driver himself. Therefore, he should be warned about the potential hazard to driving. If there are no harmful effects, then of course he can meet his regular schedule.

When a doctor prescribes a drug, find out what possible effect it can have on driving. Drugs have different effects on various patients. However, those causing difficulty may be grouped according to their most frequent reactions.

Narcotics and strong pain-killers are classed as depressants of the nervous system. They induce drowsiness or a false feeling of well-being and such symptoms as inability to concentrate, dimness of vision and rapid flow of uncontrolled thoughts. Morphine and demerol are grouped along with hypnotics and sedatives. They cause sleepiness, and though they may quiet jittery nerves, their effectiveness is only temporary. Barbiturate drugs fall into this class also. While people under mild sedation may well drive without drowsiness, the barbiturate addict should never be permitted behind the wheel.

Tranquilizers, found to be beneficial in treating nervousness and high blood pressure, may also bring on sleepiness. It is safest not to drive if these pills make you sleepy or drowsy. The medications that combat hypertension sometimes cause a sudden drop in blood pressure, resulting in faintness or giddiness.

Completely different reactions are noted from the nervous-system stimulants. The best known are dexedrine and benzedrine—called "bennies" or "goof balls"—which are often used to stay awake. They work well for about two hours, but after that a period of fatigue and depression is noticed. Difficulties arise when the medication is expected to do more than it is capable of doing.

Safety files show many accidents where drivers, pushed beyond their endurance, had relied on drugs to do the impossible. Getting "high" and impaired mental ability are other possible dangers.

Anti-histamines are easy to get and often give relief to allergy and cold sufferers. But they may also be a threat to driving safety. Like drugs that prevent motion sickness, they can invite sleep or cause dizziness. Certain anti-biotics—streptomycin and sulfonamides—may occasionally cause people to develop nausea, dizziness or loss of balance. It has been shown that chain smoking in improperly ventilated automobiles may cause sleepiness, similar to that often caused by carbon monoxide.

A person who takes marijuana and other hallucination-producing drugs, of course, should not be permitted to drive because of the strong emotional effects.

When prescribed properly, the medications mentioned above have a beneficial effect and may, as a matter of fact, improve the ability to drive safely. But these drugs must always be used with extreme caution.

Fleet men should impress upon any one who drives the necessity of finding out just how a drug will react on him, before getting into a vehicle. Each individual must determine his own sensitivity to drugs. If there are any questions, the driver should consult his own physician.

■

The sale of "bennies" brought trouble to a Georgia physician who sold 55,000 benzedrine pills to a Food and Drug Administration undercover agent in a period of 28 days. "This number of 'bennies'," FDA commissioner Larsick told a Congressional committee recently, "would cost the peddler $55. The cost to the inspector would be $550.

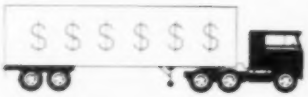
"If he went on through the normal course and sold it to truck stops, it would cost them $3500, and drivers would pay a total of $5000."

He further testified, "We've just put a dent in the illicit traffic of 'bennies'." FDA feels that under next year's budget it can not improve on this year's enforcement record.

Harold Brandaleone, M.D., FLEET OWNER's medical consultant is medical director of the United Parcel Service, New York.

Greater Strength . . .

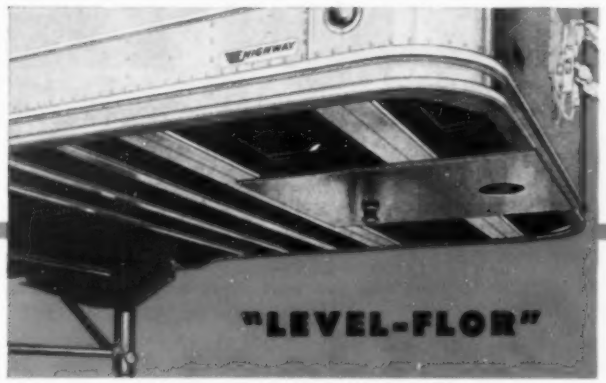
More Cubage . . .



More Payload . . .

Highway's "LEVEL-FLOR" High-Cube Trailer with Hi-T Chassis . . . . the greatest combination for Extra Profits ever offered the trucking industry!

High-tensile, low-alloy steel throughout. Standard equipment on all Highway van trailers! No extra cost!



Highway's exclusive "Level-Flor" front end construction for *complete* dependability.

Hi-T—The new Highway Hi-T Chassis means full high-tensile, low-alloy steel throughout. Greater strength, but with reduced weight that puts more load *in* the trailer! Now STANDARD EQUIPMENT. NO EXTRA COST!

plus

LEVEL-FLOR—Econovan, Clipper or Freightmaster models. *Extra* cubage with a flat floor all the way forward, *plus* Highway's exclusive upper fifth wheel design that puts even greater strength forward for dependable operation and long service. No stress problems due to load or tractor change. Not restricted to single-axle tractor operation—eliminates tractor interchange problems.

equals

TOP PAYLOAD PROFITS—This great, new combination of Hi-T and "Level-Flor" is the ultimate in cubage and strength for *every* hauling need. You get effective cubage—when you need it, plus rugged, dependable strength and *extra payload* capacity—with no increase in gross weight.

HIGHWAY

With Highway, the most important feature is performance . . . and with Highway, you get it!

HIGHWAY TRAILER COMPANY

Headquarters: Edgerton, Wisconsin

Manufacturers of: Commercial Trailers
Trailerized Tanks and Dry-Bulk Haulers • Public Utility Bodies
Earth-Boring Machines • Pole and Cable Reel Trailers
Winches • Power Take-offs • Service Accessories

SALES AND SERVICE IN PRINCIPAL CITIES

Now, More Than Ever, You Can't Buy a Tire that Costs Less Per Mile Than Firestone!

Firestone scientists and engineers took a long step into the future to develop Firestone Rubber-X. It's a brand-new kind of rubber . . . and it's going to revise all of your present ideas about truck tire wear and performance.

Exhaustive fleet tests proved conclusively that truck tires made with Firestone Rubber-X resist the abrasion and wear that shorten the life of ordinary tires. On drive wheels or free-rolling wheels truck tires built with Firestone Rubber-X will give you the lowest possible cost per mile. Try them on your *toughest* wheel position.

Buy *tubed* or *tubeless* truck tires with Firestone Rubber-X in any cord . . . Firestone S F (Shock-Fortified) nylon or rayon, or STEELCORD® by Firestone. Firestone Rubber-X is yours at *no extra cost*. See your Firestone Dealer or Store now.

SUPER MILEAGE TRANSPORT® SUPER MILEAGE LUG SUPER ALL TRACTION®

Firestone

BETTER RUBBER FROM START TO FINISH

Copyright 1958, The Firestone Tire & Rubber Company

LETTERS TO THE EDITOR

Ford Engines

Dear Sir:

I have just received a copy of the April issue of FLEET OWNER, and I took my first look at your story about the new Ford Super Duty truck engines. You covered a lot of ground and covered it well, I thought . . .

It is quite possible that, through everyday association with our product, we tend toward brevity of detail that can be misinterpreted. To clarify our position on certain statements in the article . . . on p. 56:

1. ". . . about the only parts that are not interchangeable from one engine to another are the block, pistons (including piston components), and the crank."

Although interchangeability does not exist between these components for all three engines, selection of bore and stroke makes possible usage of two blocks, cranks, and ring set-ups for all three engines.

2. "In other words we didn't want a fuel pump that would last only about 40,000 miles in a 100,000 mile engine."

This statement leaves a question in mind whether the pump loses efficiency at this point, requires minor replacements, overhaul, or complete replacement. We believe our comments on p 58 possibly should have been the basis for the above statement.

3. "Also we design our pistons sixty thousandths over-size. On overhauls there's no need to sleeve the piston. The over-size makes possible three engine overhauls with out piston replacement."

Cylinder walls and combustion chamber cavity are designed to provide a .060 overbore without sleeving. Four dimensions of over-size pistons are available, .020, .030, .040, and .060.

4. "The oil filter is integrally mounted on the block, as is the air filter."

The portion, as is the air filter, should be deleted from above statement. An air filter is provided on

Continued on page 43

Greater profits with *MOBILIFT*

In diversified operations throughout the country, Mobilift solid tired, gas operated, industrial trucks of 2000 to 5000 lb. capacity are producing a better net profit record. Reduction of maintenance, downtime and operation costs are made possible by Mobilift's advanced engineering features.

CHECK THESE PROFIT MAKING FEATURES:

MOBILIFT'S AUTOMATIC TYPE TRANSMISSION . clutch plates last as long as 10 years *without replacement*. The rugged simplicity of Mobilift's exclusive transmission will give many trouble-free hours of smoother, more positive control.

MOBILIFT'S 360° STEER . . on stand-up models, allows an extremely short turning radius; normal aisle space can be reduced as much as 2 feet for added storage area profits.

MOBILIFT'S HYDRALIZER . . on sit-down models is an exclusive steer wheel suspension system, improves traction on rough floors, ramps and dock boards; increases tire life; reduces load spillage.

MOBILIFT'S CENTER LINE STEERING . . . on sit-down models, permits operation over rail crossings and other rough areas without injury to load or driver; no need for extra cost power steering.

TAKE A TIP FROM MOBILIFT USERS:

Improve your net profit picture. Call your Lamson Mobilift dealer or write us for specific model information and a lift truck COMPARISON CHART.

LAMSON MOBILIFT CORP

867 S. E. Main Street
Portland 14, Oregon

CANADIAN REPRESENTATIVE: THE CANADIAN FAIRBANKS-MORSE CO., LTD.

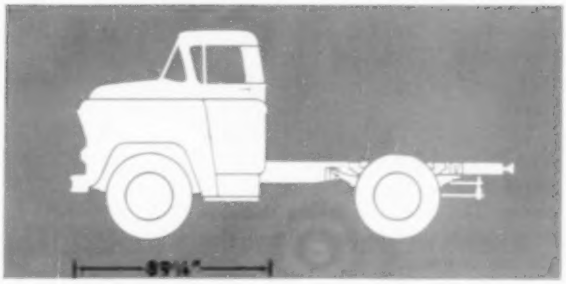
Chevrolet's new heavyweights

Unique design advantages . . . special work-whipping CHEVROLET heavyweights the trucks best able

NEW L.C.F.'s DESIGNED FOR LONGER LOADS AND LONGER LIFE

Notice how *compact* Chevrolet's Low Cab Forward tractors are—only 89¼ inches long from bumper to back of cab! That means you can pull a huge 35-foot trailer, yet keep the overall length of the truck under 45 feet. *It's a special design advantage you get with Chevrolet*, and so is the good weight distribution of the L.C.F., which places more truck weight and load weight on the front axle to let you haul heavier loads. Likewise, the L.C.F. short wheelbase that makes maneuvering a breeze . . . or the easy-to-get-at L.C.F. engine compartment that takes much of the work out of servicing.

Chevrolet makes a wide variety of heavyweight L.C.F. models. Most likely, one of them is made to order for *your* job! Series 50H L.C.F.'s go up to 21,000 lbs. G.V.W., Series 70 models to 22,000 lbs. G.V.W., and Series 90 models to 25,000 lbs. G.V.W. They're all built for extra years of hard use, with the huskiest of heavyweight components, such as those discussed at the right.



CHEVROLET

CHEVROLET

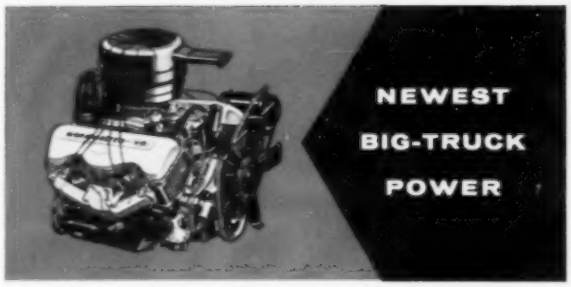
are built to beat big jobs!

features . . . these are the things that make to do big jobs the way you want them done!

NEW CONVENTIONAL MODELS WITH MORE "MUSCLE"

The rougher the job, the better these big Chevies seem to like it! Chevrolet conventional models, as well as the L.C.F.'s, have what it takes (tough, big-truck components!) to make short work of the heaviest hauls. You can specify big Eaton single or 2-speed rear axles with up to 18,000 lbs. capacity . . . modern New Process, Spicer or Powermatic transmissions . . . Hydrovac, Air-Hydraulic, or Full-Air brakes . . . Cast Spoke wheels . . . and lots more. *Everything* is designed to take it!

And that includes power! Standard in Series 90 and 100 models is the newest of big-truck powerplants, the revolutionary Workmaster V8. With 230 h.p., 335 ft.-lbs. of torque and radical Wedge-Head design, it's ready to save you many extra hours and dollars on rugged runs. And modern Taskmaster V8's give the same kind of performance in Series 50H, 60H, 70, and 80 models! Yes, there's something for *you* at your Chevrolet dealer's . . . a new Chevy heavyweight that's *built* to beat your big jobs! . . . Chevrolet Division of General Motors, Detroit 2, Michigan.



TASK·FORCE TRUCKS

LETTERS TO THE EDITOR

YOU SAVE 3 WAYS WITH FOSTER-BUILT

Accurate Engine Rebuilding with

SUNNEN® EQUIPMENT

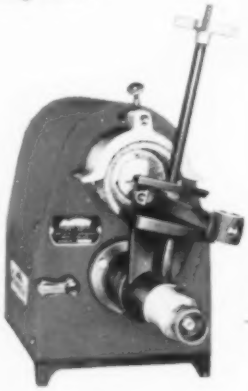
KEEPS YOUR FLEET ON THE ROAD!

RESUME SPEED
THANK YOU

Profits are made when vehicles roll . . . not when they're in the shop! Down-time is expensive, and comebacks are costlier still! That's why you'll find so many shops equipped with modern Sunnen equipment for engine rebuilding. It moves 'em out *fast* . . . yet does each job with "factory accuracy." Comebacks are eliminated and vehicles stay in service longer—give better performance at lower operating cost.

Unbeatable for Pin and Rod Work

Sunnen Honing Machines have no equal for producing exact clearance and press-type pin fits. Accuracy is guaranteed to a "tenth"—there is no guesswork. And when used with the Sunnen Cap and Rod Grinder they will give you a *complete Rod and Pin Shop.*



Sunnen Cap and Rod Grinder Model CRG-500

For precision grinding cap and rod faces at the parting line.

Sunnen Heavy-Duty Honing Machine Model LBB-1300. Hones all bushings and bores from .370" to 3.300" in diameter. Equipped with AG-300 tenth-reading dial gage for fitting pins and journal end of rods.

SUNNEN CYLINDER GRINDERS produce an ideal surface that helps rings "seat" quickly and last longer . . . For complete reconditioning, for finishing after boring, or for partial reconditioning on "ring" jobs. Four models handle diameters from 1¾" to 14½".

We'll be glad to send complete information or demonstrate these and other Sunnen products right in your shop, without obligation.

Write today.

934

SUNNEN PRODUCTS COMPANY 7907 Manchester Ave., St. Louis 17, Mo.
Canadian Factory: Chatham, Ontario

For Your Protection Insist On Sunnen Measured Pin Fits

Continued from page 39

the rocker arm cover breather cap rather than the former wire gauze material as a more effective means of providing clean air for ventilation.

5. "The oil cooler has water circulating through it."

The oil cooler is immersed in the cylinder water jacket with oil circulating through the tubes.

. . . Our heavy truck engine people would appreciate it if the discrepancies are called to the attention of your readers.

Again, thank you for permitting Ford to comment on its new truck engines. Please let us know at any time if we can be of assistance.

DICK JUDY

FORD DIVISION
FORD MOTOR COMPANY
DEARBORN, MICH.

Post Office Painting

Dear Sir:

We were very interested in the article on p 59 of your April 1958 edition of FLEET OWNER.

We were wondering how you obtained the information for the article, not that it is in error or anything, but simply because our files failed to show any correspondence on the subject.

May we have at least six complimentary copies of the edition since we will want to exhibit the article in our future annual report of motor vehicle safety activities.

T. JOSEPH BIDDLE

MOTOR VEHICLE SAFETY
POST OFFICE DEPARTMENT
WASHINGTON, D. C.

■ **Your copies are on the way. Incidentally, this is the kind of compliment a journalist particularly enjoys: the surprise of the reader when he sees his own story. We're glad you like it. Actually, there's no mystery involved in how we got it. When we heard that a study on the results of painting vehicles red, white and blue had been made, we told our Washington bureau to dig up the details. That's why there was no correspondence. Our Washington men were able to cover it personally.**

Continued on page 47

YOU SAVE 3 WAYS WITH FOSTER-BUILT

REFRIGERATED SERVICE

LOWER INITIAL, OPERATING AND MAINTENANCE COSTS

AMERICAN STORES CO.

One of fleet of insulated meat trucks which uses Foster-Built Dry Ice Bunkers to maintain efficient refrigeration.

No matter what you haul . . . if it requires refrigeration, Foster-Built Dry Ice Bunkers provide the most effective low-cost refrigeration for both fleet AND individual operations . . . frozen or non-frozen loads!

Over-the-road haulers and shippers all over the country like Foster-Built Bunkers because they cost only a FRACTION of the investment required for most mechanical systems.

Economical to operate, Foster-Built Bunkers effect BIG SAVINGS on your dry ice bill . . . and there's absolutely no danger of load loss due to mechanical breakdown!

Maintenance-free operation . . . rugged, simple design and construction assure trouble-free operation.

EASILY INSTALLED
MAKE YOUR OWN TEST
Order and Install Just One Foster-Built Bunker . . .
You'll be amazed at the refrigeration efficiency!

5 MODELS AVAILABLE. There's a Foster-Built Bunker to Fit Every Truck Refrigeration Requirement!

Super Cold Shot

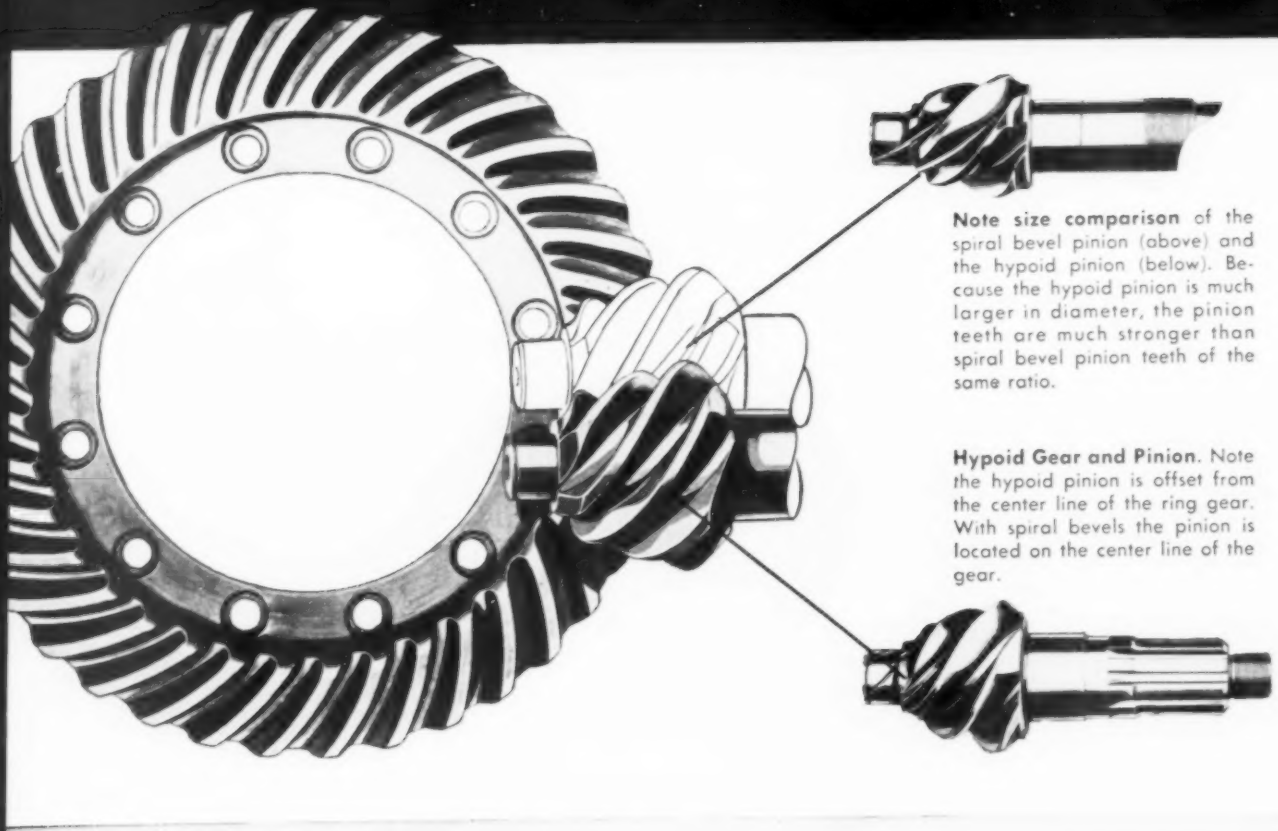
MAIL COUPON FOR COMPLETE INFORMATION

Foster-Built Bunkers, Inc.
Dept. FO-6, 1238 W. Harrison Street
Chicago 7, Ill., Phone: MOnroe 6-4880

☐ Please send information on complete line of Foster-Built Bunkers. ☐ Dry Ice Warehouse List

Name .....
Company .....
Address .....
City ..... Zone ..... State .....

Hypoid Gears 30% More Torque Than Spiral Bevels!



Note size comparison of the spiral bevel pinion (above) and the hypoid pinion (below). Because the hypoid pinion is much larger in diameter, the pinion teeth are much stronger than spiral bevel pinion teeth of the same ratio.

Hypoid Gear and Pinion. Note the hypoid pinion is offset from the center line of the ring gear. With spiral bevels the pinion is located on the center line of the gear.

Products of ROCKWELL-

Have Capacity

Timken-Detroit pioneered and developed hypoid gears for trucks of every type and capacity...and today is the acknowledged leader in the field!

A FEW OF THE MANY LEADERS WHO USE TIMKEN-DETROIT AXLES WITH HYPOID GEARS

Quinn FREIGHT LINES

DELTA LINES, INC.

RED STAR FOR Dependability

D/C DENVER CHICAGO TRUCKING CO., INC.

CONVERSE TRUCKING SERVICE

INTERSTATE MOTOR FREIGHT SYSTEM

Indianhead TRUCK LINE, INC.

Johnson Motor Lines, Inc.

MUSHROOM

SPECTOR MID-STATES

The trend of the trucking industry today is to hypoid gears, because their torque capacity is 30% greater than that of spiral bevel sets of the same ring gear diameter and ratio! The result is lower maintenance costs, greater dependability, and lower-cost operation. And, since hypoid gears do every driving axle job better . . . from the smallest single reduction axles to the largest double reductions . . . more and more operators specify them every day.

Hypoid gearing is another plus feature found in all Timken-Detroit Letter Series Single and Tandem Driving Axles!

Plants at: Detroit, Michigan
Oshkosh, Wisconsin • Kenton and Newark, Ohio
New Castle, Pennsylvania

TIMKEN Detroit AXLES

ROCKWELL-STANDARD CORPORATION
TRANSMISSION AND AXLE DIVISION
DETROIT 32, MICHIGAN

The Accepted DA Standard

TRADE MARK REGISTERED

©1958, R-S Corp.

WORLD'S LARGEST MANUFACTURER OF AXLES FOR TRUCKS, BUSES AND TRAILERS

STANDARD Corporation

Across the Nation...

ALLSTATE Truck Tire Experts are at Your Service

For the finest in truck tire performance insist on ALLSTATE guaranteed tires. Any size, any job, for miles of profitable performance call your ALLSTATE Truck Tire representative today!

SEARS ROEBUCK AND CO.

ALLSTATE

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E. V. Beverage
Richmond, Virginia
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Phone: Ju-4-4894

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Portland, Oregon
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Joseph U. Goldsborough
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Phone: Ch-3-7303

Wilton Hackett
Nashville, Tenn.
Phone: Al-4-5251

Oliver S. Philyaw
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Phone: Br-6-9411

Bill Redic
Pittsburgh, Pa.
Phone: Mu-1-7100

V. B. Stevenson
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Phone: El-5-8928

L. B. Frederick
Denver, Colorado
Phone: De-3-7458

Jim Huenink
Chicago, Ill.
Phone: Ya-7-9085

Tom Meeks
Houston, Texas
Phone: Ol-4-6508

Preston L. Smith
Boston, Mass.
Phone: Ke-6-0432

Ellerbe Smith
Miami, Florida
Phone: Ne-5-0341

Fred Van Kranenburgh
Phoenix, Arizona
Phone: Al-8-6211

Robert J. Williamson
Washington, D. C.
Phone: Li-7-7500

LETTERS TO THE EDITOR

Continued from page 43

PM Forms

Dear Sir:

I have just received my first issue of FLEET OWNER and was delighted to read of your 16-page story of PM forms. I have been trying to set up a PM program for some time and would appreciate a copy of this article.

Do you run articles on smaller trucks, such as International Metro's or "walk-in" type trucks such as I operate?

SOL MATH

ALL-SERVICE RENTALS CO.
SILVER SPRING, MD.

■ **We're sending you a copy of "Have You Revised Your Maintenance Forms Lately?", FO, Oct '57 p 153. We hope it helps you with your program.**

You asked if we run stories on smaller trucks. You'll find that almost all of our stories apply to smaller trucks as well as larger. For example, when we do a special report on tires, all of the information in that report will apply to both smaller and larger trucks. We hope you find your subscription to Fleet Owner profitable.

Air Suspension

Dear Sir:

On page 107 of your June, 1957 issue you give a brief description of Brown's air-ride tandem trailer.

Would you be good enough to ask he manufacturer of this air suspension equipment to provide us with more detail, please.

It is likely that we would be able to import sections and it is with the object of redesigning our trailers and tandems to suit air springs that we ask for this information.

R. M. FINLAYSON

MAYNE NICKLESS LIMITED
MELBOURNE, AUSTRALIA

■ **We have written the manufacturer and are sure you will be hearing from them soon. Incidentally, we are keeping a close watch on air-suspension development here ourselves. What is the reaction "down under?"**

Career Information

Dear Sirs:

I am always interested in your page in FLEET OWNER entitled "Across the Editor's Desk." I have been meaning to write to you for some time regarding that page in the February 1958 issue. Three items appealed to me particularly: the one about the thickness of pavement, "for the record," and especially the final one dealing with the New York Life Insurance Company's series of articles providing career information.

I am thinking perhaps that a similar article might be prepared on the trucking industry and for that reason. I would like to secure copies of the insurance company's articles. Can you tell me where to address the New York Life in order to secure this information?

W. C. SOLLY

PENNSYLVANIA MOTOR TRUCK ASSN.
HARRISBURG, PENN.

■ **You can get a copy of each of the ads sponsored by the New York Life Insurance Company by writing to:**
Advertising Manager
New York Life Insurance Co.
51 Madison Avenue
New York, New York

REPAIR
Truck Tubeless Tire
PUNCTURES
Permanently Safe!

Approved
BY FLEET OWNERS EVERYWHERE!

DILLECTRIC
"DEEP-CURE" VULCANIZED REPAIRS

Order No. 6691-G
DILLECTRIC "U" CLAMP OUTFIT
Includes truck tire "U" Clamp with secondary and ground wires, No. 6633 Buffer Kit, No. 5213-T Threading Tool, No. 5218 Pressure-Lube Gun and package of 25 No. 6626-25 Dillectric Nylon Patch units with Filler Rubber.

Always use this SAFE SURE Method

1 BUFF injury area thoroughly to completely remove all graphite mica and soap lubricants. Do not buff through liner.

2 LUBRICATE puncture hole with Pressure-Lube Gun and insert Filler Rubber with Threading Tool to seal and prevent moisture from entering puncture hole and deteriorating fabric plies.

3 APPLY "Dillectric" Nylon Patch over injury and vulcanize repair with Dillectric No. 6685 and "U" Clamp.

Order from your supplier or write for complete details

THE **DILL** MANUFACTURING COMPANY
700 East 82nd St., Cleveland 3, Ohio

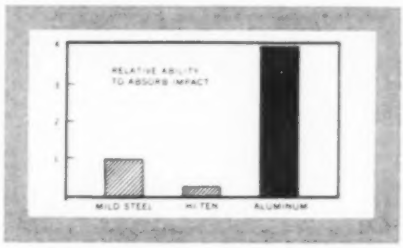
EXTRA PAYLOAD ALUMINUM DUMPERS ADD $6,726 IN EXTRA PROFIT

Right from the start, Eastern Lime Corporation's five aluminum dump trailers began to bring in *extra* profit and pay for themselves at the rate of $25.87 per day. On the basis of a five-day work week, 52 weeks a year, it adds up to an *extra* profit of $6,726. Each unit hauls a payload of 41,800 pounds—3,000 pounds more than Eastern's comparable steel units. Aluminum not only cuts deadweight to allow for more paying freight; it also keeps gross weight under legal load limits.

These 20-foot frameless dump trailers with a capacity of 18 cubic yards are built of Alcoa® Aluminum alloys by the PERFECTION STEEL BODY COMPANY, of Galion, Ohio. Eastern's *extra* payload experience is typical of many fleet operators. You can enjoy extra profits, too. For the names of other truck operators who are enjoying comparable benefits, plus your FREE copy of Alcoa literature, write Aluminum Company of America, 1877-F Alcoa Building, Pittsburgh 19, Pennsylvania.

PROOF! Aluminum is tougher!

Truck bodies built of Alcoa Aluminum have three times the impact resistance of steel—at half the weight.



WE CHOOSE ALCOA ALUMINUM MILL PRODUCTS

Your Guide to the Best in Aluminum Value

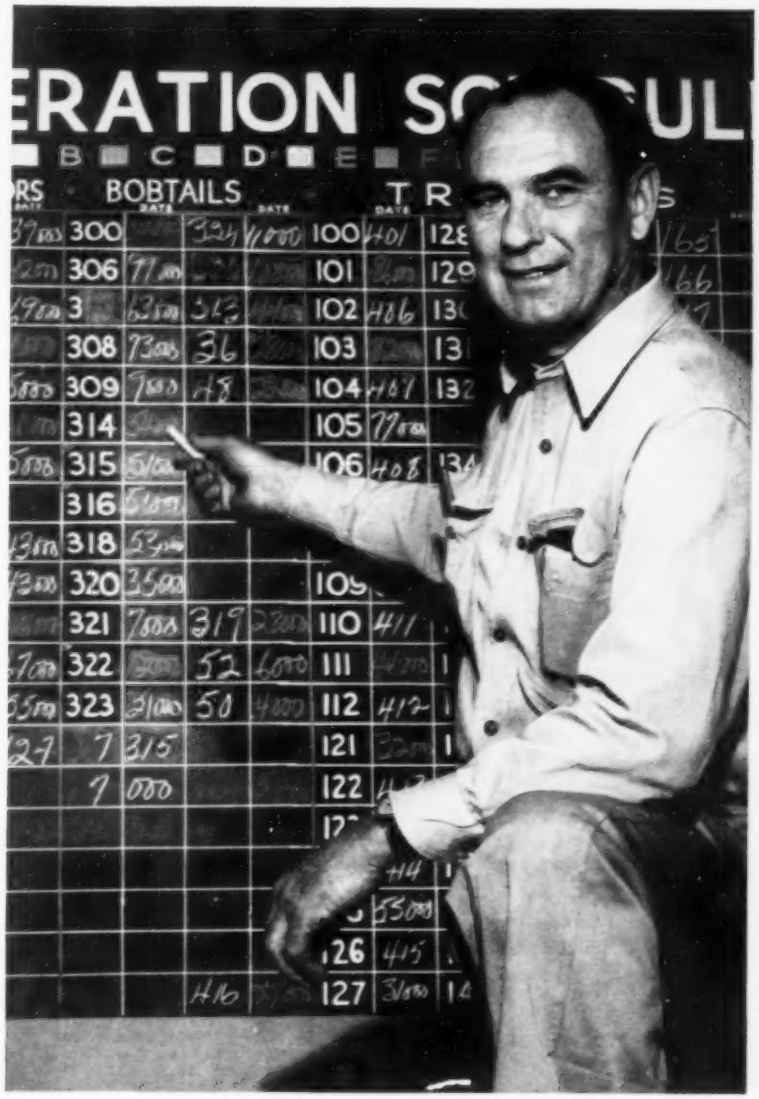
"ALCOA THEATRE"
Exciting Adventure, Alternate Monday Evenings

ENGINEER'S FIELD REPORT

PRODUCT **RPM DELO Oil**

FIRM **STERLING TRANSIT CO.**
Montebello, California

350,000 miles on RPM DELO before rebuilding



Using RPM DELO Oil, Sterling Transit Co.'s 15 diesel tractors run an average of 250,000 miles before overhaul. "In fact, we get 350,000 to 400,000 miles out of them before engines are removed for rebuilding," reports Maintenance Manager Bill Schuster (above). "Regular oil changes are an important part of our preventive maintenance program. This color-coded chart indicates the mileage and condition of any unit in our 82-truck fleet...and these records show that RPM DELO Oil is doing a good job."

800-mile round trip between Oakland and Los Angeles is regular run for firm's big Kenworths and Internationals. Mr. Schuster makes frequent dipstick checks (above), reports make-up RPM DELO Oil for trip averages only 5 quarts. Older trucks use cleanable filters; newer units, replaceable cartridges. All use RPM DELO Oil exclusively.

Why RPM DELO Oils reduce wear—prolong engine life

- Oil stays on engine parts—hot or cold, running or idle
- Anti-oxidant resists lacquer formation
- Detergent keeps parts clean
- Special compounds prevent corrosion of bearing metals
- Inhibitor resists crankcase foaming.

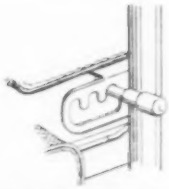
For More Information or the name of your nearest distributor, write or call any of the companies listed.

LUBRICATING OILS RPM DELO

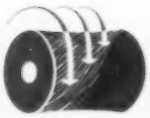
STANDARD OIL COMPANY OF CALIFORNIA, San Francisco 20
THE CALIFORNIA OIL COMPANY, Perth Amboy, New Jersey

STANDARD OIL COMPANY OF TEXAS, El Paso
THE CALIFORNIA COMPANY, Denver 1, Colorado

Seat cushion moves forward or back, independent of back rest.



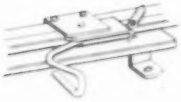
Back can be set at any one of three different positions.



Giant torsion rubber springs act like muscles, soaking up jolts and jars.

Rear of cushion can be raised or lowered to permit posture changes.

"Level-Ride" adjustment preloads torsion springs to driver's weight.



Seat assembly moves forward or back along 4-in. ball-bearing slides.

Why truck drivers get a

5-times-better ride with Bostrom LEVEL RIDE 80 Seats

Yes, 80% of the jolts, jars and vibration disappear from truck driving with "Level-Ride" 80 seating. Giant rubber torsion springs in the seat suspension system act like muscles . . . absorb road shock *under* the seat instead of in the driver's body. Tests prove a 5-times-better ride . . . experience verifies the proof.

All makes of new trucks now offer Bostrom "Level-Ride" 80 Seats as optional equipment. In many cases, "optional" is becoming "standard" with truck users.

You may also install "Level-Ride" 80 Seats in your present trucks. There's no trick to it . . . use your own shop, or ask your truck dealer or a Bostrom parts jobber.

For only a few dollars more, "Level-Ride" 80 Seats earn hundreds. You gain improved driver morale, increased productivity, safety and efficiency. So, for your new and present trucks, make Bostrom "Level-Ride" 80 Seats *standard*.

Profitable results? Here they are:

- **Greater safety** because driver fatigue is reduced . . . accidents go down.
- **Greater productivity**—drivers are more efficient . . . stops are shorter . . . schedules are faster.
- **Lower operating costs** go hand in hand with increased productivity, increased efficiency and fewer accidents.
- **Lower maintenance costs**—reduced operator irritation means less abuse of equipment. Also, Bostrom quality construction means long-lasting seats.
- **Improved driver morale** and reduced driver turnover. They like "Level-Ride" Seats, like to work for you.

See "Gentlemen, Be Seated," motion picture in color and sound, demonstrating advantages of "Level-Ride" driving. Write for free showing. Literature also available.

Bostrom Manufacturing Company BOSTROM®

133 West Oregon Street, Milwaukee 4, Wis.

FLEET OWNER
PLEASE ROUTE TO:

FLEET TRENDS . . .

Note this Congressional error: Highways are listed among facilities which railroads' competitors pay "little or nothing" for using. This statement is in a report by the Senate Sub-Committee on Surface Transportation. The Executive Committee of the American Trucking Assns. has called this "unsupported propaganda" of the railroads' and urged the committee to strike it out before the railroads use it to urge heavier taxes on all motor vehicle owners and operators.

—0—

Watch this one: A Senate committee has unanimously approved a bill to change the Interstate Commerce Act. The new measure would give railroads unbridled freedom to pick and choose freight, service and equipment. The latest word from the American Trucking Associations is that it does not oppose the proposal because it will "put an end to the continuous complaint of the railroads that a so-called umbrella is being held over the rates of railroad competitors."

You can read this bill two ways: The ATA says it retains the Interstate Commerce Commission's power "to prevent destructive competition in transportation. But FLEET OWNER sees the bill as definitely intended to aid the railroads and not to freeze things in their present state. If the bill becomes law, it'll surely be the center of legal debates—and then the intent of Congress will be the deciding point. When the committee report comes out, it should clear up the matter of intent—and it's our guess the ATA will then switch from its stand endorsing the measure.

There's a good side to the picture, however: The measure has been approved only by the Senate Committee on Foreign and Interstate Commerce. Even if it passes the Senate, it will have a rough time getting through the House, where the truck industry has stronger support.

—0—

You'd better look into proposed ICC safety rule changes. If you're affected, you only have until July 1, 1958, to submit arguments and proposed amendments. Full copies of the proposal are available from the National Highway Users Conference as well as from the ICC itself.

New regulations will affect: Turn signal use, lighting equipment, reservoirs for brake systems, liquid fuel tank requirements, LPG fuel systems, locking of fifth wheel, safety chains, tires, sleeper berth exits, dimensions of sleeper berths, securing heaters, windshield wipers, speedometers, protection against shifting cargoes, standee bars in buses, emergency equipment on all power units, first aid kits.

—0—

Look for ICC to change tire capacity requirements. It's a good bet to happen in spit of opposition by trucking groups. The pro-

Continued on next page

If any to file this page or route it along! . . . fear here

posed change will require the load on any single axle not to exceed the rated capacity of the tires on the axle. Present regulations call for dividing the total load by the total number of tires—but this makes it possible to overload tires on one axle and still keep overall capacity within legal limits. Fleet owners have till July 1, 1958 to register opposition to the proposed change.

—0—

Teamster's ex-defense counsel is head of their board of monitors. Martin F. O'Donoghue is the new chairman of the three-man group of Teamster overseers. O'Donoghue, who defended the union against corruption charges, is considered neutral because he's general counsel for the Plumbers Union and is close to ex-plumber George Meany. Meany, of course, led the ouster of the Teamsters from the AFL-CIO.

Dont miss the Color Contest deadline. No entries will be accepted after August 15, 1958. Remember, if your vehicles are well designed and painted, you can win national recognition in FLEET OWNER's November, 1958 issue. You'll get a handsome award plaque and up to 500 reprints of the award story from the November issue. Many entries are already in, so don't risk being too late with yours.

Here's how to enter: Submit a 3" x 4" four-color transparency showing the full broadside view of your vehicle. Additional views showing front and back of vehicle will make judging easier —all must be 3" x 4" size. Four-color photographs are acceptable, but transparencies are better. Be sure to have pictures taken from a point as near the vehicle as possible, but entire vehicle must be shown. Enclose with pictures a statement of the reasons you chose your color scheme and the ways it's benefited your fleet. Statement must be 200 words or less and on your company letterhead.

Address all entries to: Contest Editor, FLEET OWNER, 330 West 42 Street, New York 36, N. Y. Entries will be acknowledged immediately upon receipt—and winners and losers alike will receive helpful hints from color expert Howard Ketcham after the final judging has been completed.

—0—

Pacific Greyhound just took a legal beating from the U. S. Supreme Court. Despite ICC approval, Greyhound was denied the right to acquire a newly-formed transit company in San Francisco and to transfer its red-ink commuter business to the new line. The high court called it a "paper transaction," made in "the hope of escaping state practices."

—0—

Two fleet men have new ATA positions: Lester A. Wilsey, Indianhead Truck Line president, is now President of National Tank Truck Carriers; and Saul Burten, Branch Motor Express executive, is Chairman of ATA's Operations Council.

ALUMINUM
makes P&H Diesels
BEST FOR AUTOMOTIVE "WEIGHT WATCHERS"

With P&H Diesels under the hood, modern buses and trucks bring far-flung cities closer together by hours . . . and carry bigger payloads by hundreds of pounds. One big reason is "power-to-weight ratio."

Pound for pound, P&H are the most powerful diesels built! Modern aluminum design makes them up to 1000 pounds lighter than diesels of comparable power. Add plenty of torque and reserve power and it's easy to understand why it pays to "power-up" with P&H!

Doesn't P&H Diesel belong in your power picture? Consider these advantages:

- **Bigger payloads—faster trips.**
- **25% fewer parts, all wearing parts interchangeable.**
- **"Unitized" power assembly replaceable in less than one hour.**
- **Fast starts, good idling, greater lugging ability.**

When you think of diesels—for original or replacement power—think of P&H . . . the one diesel with all the features that deliver top performance. P&H Diesel Engine Division, Crystal Lake, Illinois.

P&H Automotive Diesel
3, 4 & 6 Cyl. Models—144 to 280 HP.

P&H DIESELS

Fastest Growing Name in Diesel Power

DIRECTIONAL SIGNAL LIGHTS
CLEARANCE AND MARKER LIGHTS
KEEP YOUR DRIVERS SAFE
KEEP YOUR FLEETS MODERN
KEEP YOUR COSTS DOWN
with STATE APPROVED
ALCO
America's Finest
FLEET LIGHTING EQUIPMENT
Your ALCO dollar buys top quality, low-cost safety protection for drivers, vehicles and loads. All ALCO heavy-duty lights meet or exceed S.A.E. specifications. Smart, modern design improves fleet appearance—rich, tough finish keeps it bright looking longer.
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ALCO DIVISION OF Auto Lamp Mfg. Co. 2909 Indiana Avenue, Chicago 16, Illinois
EMERGENCY SPOT LIGHTS
REFLECTORS
FLASHERS
MIRRORS AND PARTS
Automatic, Self-Cancelling TURN SIGNAL CONVERSION KITS
STOP
STOP LIGHTS
STOP AND TAIL LIGHTS

FLEET OWNER

Capital for Your Company: Here's How to Plan Financing

HOW TO DECIDE

You need capital when you can make it pay for itself and show a profit, too—when funds cost less than your gains, from higher profits or reduced costs, it's time to get money.

WHERE TO BEGIN

With dozens of sources and types of loans available to you, start at the source of money—your local commercial bank—and proceed from there.

IF YOU WANT TO BE PATRIOTIC these days, you'll "buy it now." Of course, there's the problem of where the money's coming from. And you're in the same boat if you want to expand or need an emergency loan. What do you do? That's what this article is designed to tell you. FLEET OWNER checked with the men in the business, banking experts, to get you the facts you need. Check these ideas for help in getting capital.

First, ask yourself three questions: How much do you need? What is it for? How will you repay it? The answers will help decide whether you should borrow, where to get the money, and how much it will cost. Remember, if you meet the requirements for a loan, there is certain to be someone to put up the cash.

Selecting a source of capital often presents a problem. There are many types of lenders available, some of whom will seem to have merit in your individual case. In addition to internal sources of raising capital, you can get money from all the various types of banks, commercial finance houses, loan companies and factors, insurance and other corporations, private individuals, and through the Small Business Administration.

Since there are so many types and conditions of loans, it makes sense to get advice from an expert. The best place to start is with your own banker. Often he can help you directly. If not, he might recommend what lines you should follow.

If you can borrow the funds from a bank, chances are it will cost you less than you would pay anywhere else. But banks are primarily interested in short-term, low-risk loans. This doesn't prevent their cooperating with another lender on a longer basis, however.

It makes sense to find a source that understands your industry and its problems. Also, make a point of picking a lender of high integrity. Find out his financial position and reputation. Compare charges. To do this, you should reduce total charges—all charges involved—to a per cent per year effective interest rate, figured on the average unpaid balance. Beware of hidden costs.

Don't turn down money, if you really need it, even though it's expensive. If you're sure you can do a better job with money than without, it's probably worth the cost. Regardless of where you go for capital, your credit is the major issue considered. Trucking is considered a fairly high risk by bankers.

When you've decided you need a loan and select your best source, then your real work begins. Here's what you'll need to get the funds →

Fleet Industry Credit Is Low, But

UNFORTUNATELY, CREDIT RATINGS throughout the industry are generally not good. Old prejudices and the feeling of "gypsy" are partly responsible for this. Also the industry—as a whole—has not used its public relations to effectively influence the public at large, and financiers, in particular. On the bright side, the industry is chalking up some impressive statistics which indicate stability and lowered risk. This will help. But each company should be concerned with its own credit rating. You can build this up now, as you build your own business.

When your banker analyzes your financial statements, he is assessing your economic health. Here are some of the standards which he uses to determine your chances of getting a bank loan:

• *Current ratio*—current assets divided by current liabilities. Banks generally look for a two-to-one ratio, but the current motor carrier ratio of 1.25-to-1 is not surprising, since trucking is virtually a cash and carry business. As one bank officer put it: "If loan maturities are tailored to depreciation costs, a company with a one-to-one current ratio can get along with little or no difficulty, provided it is not hit with a strike, local disaster or other unforeseen problems.

"It is interesting to note that on an industry basis, the margin of safety—as represented by the excess of current assets over current liabilities—has been gradually increasing, putting the industry in a better position to cope with these unpredictable events."

• *Quick assets to current debt*—cash receivables and other ready-cash items divided by current debt. A one-to-one ratio is usual, but this too is flexible.

• *Debt to capital*—money owed to creditors compared to owner's money in the business; the lower the ratio the better.

• *Fixed assets to capital*—real estate, vehicles, buildings, fixtures, divided by net assets. This ratio should be kept as low as possible to avoid depleting working capital.

• *Inventory to working capital*—is the fifth ratio usually considered, but seldom applies to the motor carrier.

A great deal of information will probably be required, if the loan is to be large. One shortcoming of truckers that financiers are unanimous on is the serious lack of records. Lenders want balance sheets, income, credit and debt information, and historical details.

Certainly current business data is of greatest importance, but—on a first loan particularly—the banker will want to get a clear-cut picture of what you do and how well you do it. Furthermore, he wants information in language he can understand. The favorable audit of a Certified Public Accountant can make a big difference.

Your credit is generally good with the Small Business Administration. If you have no established credit, your SBA regional office (see FO, March '58, pp 180, 183 for nearest office) is set up to help you. "Small," incidentally, is a business doing up to $5-million a year gross.

The SBA does not subsidize you. If your company has been unable to get credit from commer-

Here's How Your Banker Gages Your Credit Rating: The 5 "C's"

Company records are sifted and studied to see how you stack up against five different tests. Your—

1. **CHARACTER is determined by your personal and business reputations, history of debt and bill payments, past and present.**

2. **CAPACITY for achievement as a business man and your company's potential will be evaluated.**

3. **CAPITAL comes next. How much company money is to be invested along with money the bank supplies? How far are you willing to back your own ideas?**

4. **COLLATERAL does not make a bad loan good; it may make a good loan better. No one wants to foreclose or force you out of business. Lenders aren't interested in reselling used vehicles and equipment. They are interested in your normal ability to repay and increase business.**

5. **CONDITIONS refer to the influence of trends in general and tightness of credit. A sound business reputation can mitigate the conditions.**

Here's How You Can Overcome It

cial lenders, the SBA will assist by underwriting your loan, unless you are completely on the rocks financially. If you've never borrowed before and don't have a commercial bank, the SBA is an excellent starting place.

A top SBA executive sighed and said, "Most of the trucking companies we get in here are worse than the bad examples you read about. But we can generally help them in some way."

If you're looking for cash to purchase equipment, check with the manufacturer. Motor vehicles, trailers, communications and office equipment, and many other items can be financed through dealers or distributors. Commercial finance companies frequently work with manufacturers, supplying the cash for you. These arrangements benefit you, when handled properly.

One warning about equipment financing is offered by men in financial circles who feel that this is often made too easy. Fleetmen are tempted to get in over their heads, to get over-confident about how much equipment will earn for them. If loan maturities don't come close to the useful life of equipment, you can seriously deplete working capital. Study your needs and capacity carefully, so you won't get in too deep.

Try as many methods of borrowing as necessary, and don't be discouraged if you must contact a lot of people before you get the capital you need. If you have a sound business idea and are aggressive, you should be able to get financing.

Borrowing is sound finance. A well-made loan often will cost you nothing, if the money helps you increase business or cut costs. There are plans for almost every purpose and company. What appears to be a vicious circle—you must have money to get it—doesn't need to be true. Payments can be geared to your economy.

One bit of advice from the financial world: Always take less than you can get. Added credit may be as necessary as money put away, on the inevitable rainy days.

Public financing is for the big boys and usually does not concern the small-to-medium size company. Getting friends and relatives to invest in your company is one thing, but selling stock or bonds on the market is another.

However, if your company is growing and is in sound financial shape, keep in mind the possibility of selling shares of stock. As with borrowing money, the best place to start is with a banker—in this case, an investment banker. A small stock issue, one under $300,000 can be handled easily and does not have to be registered with the Securities Exchange Commission.

Two points to keep in mind:

- You lose control of the company in proportion to the amount of stock you sell.
- Borrowing, even large sums, can often be cheaper since interest on loans is tax deductible. Dividends paid on stock are not.

The industry's place in the business world is passing out of its adolescence and more financiers will look at trucking as a possible source of good investment. An assistant vice president of one of the country's largest banks dealing with the trucking industry puts it this way:

"The industry is under-capitalized and has obtained an extremely modest amount of equity capital in the public market in relation to its over-all size. So far, the purchasers of equities in the public market have fared rather well. . . . The industry gives evidence of having reached some degree of maturity and will, no doubt, be an increasingly important factor in the transportation system of America for many years to come. In my opinion, this industry offers a golden opportunity to the investment banking fraternity for some very profitable business."

Perhaps the most favorable type of public financing for the fleet owner is non-convertible debentures. These are bonds, sold to the public through an investment banker, which pay a certain percentage increase at maturity. In effect, they are a type of loan. You do not dilute your equity in the company by issuing them.

The major difficulty, however, is finding purchasers. This has not been an easy matter in the industry thus far. But if you're in good financial condition, it need not be impossible. Men in the financial world show signs of believing the industry will display greater stability of earnings and long-term debentures will be more practicable and popular.

Historically, the trucking industry has been composed of a number of small companies, often family-owned, controlled by a small number of people. Financiers feel it has suffered from its management practices. But the frequency of mergers and the emphasis on "big business" within the industry is encouraging Wall Streeters to consider trucking with an eye to the future.

The industry's place in the financial world depends on the practices of all companies, not just the twenty with available securities. Sound economic policies in even the small company will have far-reaching effects.

Now, It's Wheel Seals For Tractors, Too

TRAILER WHEEL SEALS have proven their worth over the years. Now two new seals, similar in design, are available for most axles in use on today's over-the road tractors. They are the "FA" series for front wheels, and the "DR" series for tractor drive wheels. Both are manufactured by The Mechanex Corp., Denver, Colo.

Biggest feature of the "DR" seal is that the tractor drive wheel bearings are oiled automatically from the differential. There is no need to add oil after installation, it is claimed. Outer grease seal is discarded altogether, permitting free flow of differential oil from the spindle into the hub.

The seals consist basically of a stationary backing plate mounted on the spindle or axle tube, and a rotating seal (called the engagement ring), that is installed in the wheel hub. "FA" series has the conventional hub with transparent window for visual check of oil level. Vent hole in the new hubs is sealed with washer and wing-nut assembly that acts as a check-vent, keeps out road dirt. This also prevents entry of water into the seal when running in wet weather.

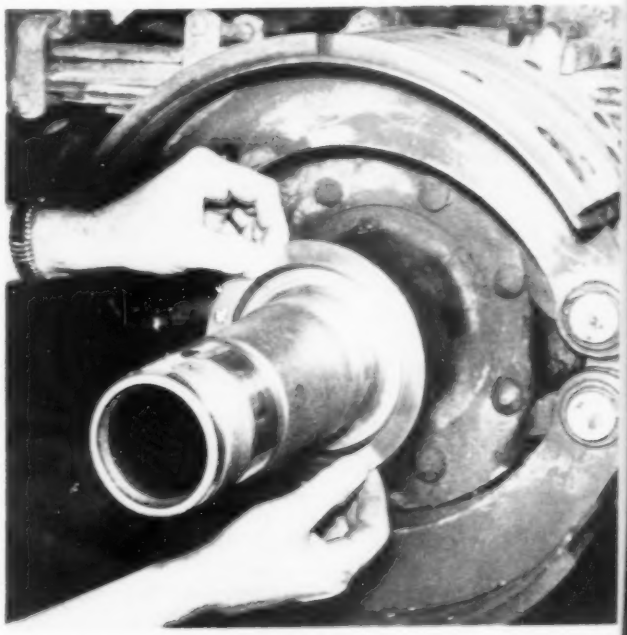
These photographs, taken in the Denver-Chicago Trucking Company's main shop in Denver, show you the step-by-step procedure for installing both types.

3 STEPS TO INSTALL FRONT-WHEEL SEALS

1. KEEP WHEEL VERTICAL, pull into place with spindle nut before removing dolly. Seal ring and backing plate must be parallel.

5 STEPS TO INSTALL REAR-WHEEL SEALS

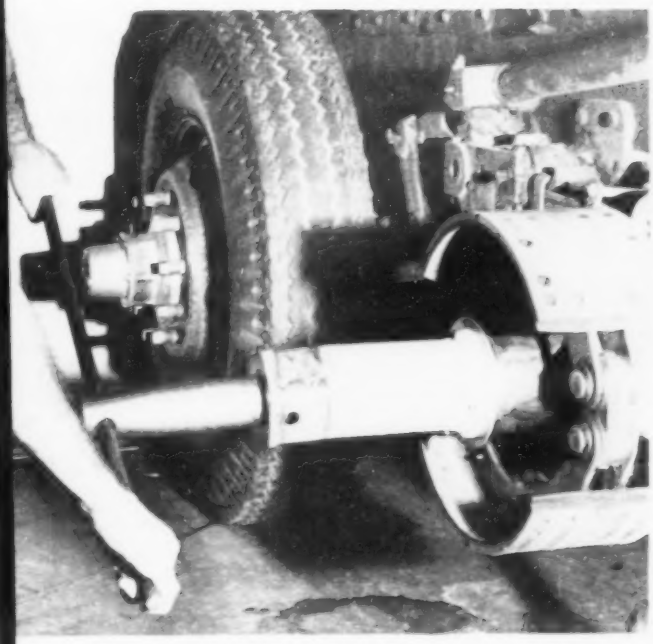
1. CLEAN AXLE TUBE THOROUGHLY and file off any burrs on the shoulder, as shown above. This step is necessary to insure a clean, true surface against which the backing plate will seat.



2. SET BACKING PLATE ON SHOULDER with polished side facing outward. This is the surface against which the rotating seal member rides and it must be kept absolutely clean to effect a proper seal.

2. TIGHTEN INNER SPINDLE NUT as shown. Where lock ring is used, back off two holes; if you use the bent washer method, back off one-sixth of a turn and then insert the outer nut and lock in place.

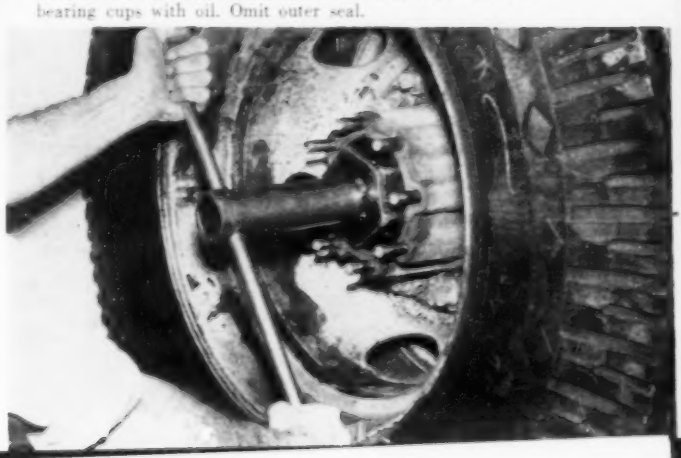
3. INSTALL HUB-CAP AND GASKET, pulling bolts up evenly all around. Add oil through the center check-vent opening or oil port. To save time, oil may be added to reservoir between bearing cups when assembling.



3. USE INSTALLATION TOOL to force backing plate into position against shoulder. Inner spindle nut and wrench are used to provide driving force. Be sure tool is clean so polished face of backing plate won't be damaged.

4. INSERT SEAL RING IN HUB till it seats firmly against shoulder. Wheel, held upright on dolly, is slid into place far enough to install outer cone.

5. DRAW WHEEL INTO PLACE after filling space between bearing cups with oil. Omit outer seal.



Annual Fleet Cost Analysis

From_____ To_____

Month	Number units	Gallons gas	Gas cost	Quarts oil	Oil cost	Tire cost	Parts cost	Labor cost	Paint and body cost	Wash and grease cost	Accident cost	Mainter cos
January												
February												
March												
1st Quarter Total												
Cost per mile												
Previous year												
April												
May												
June												
2nd Quarter Total												
Total Six Months												
Cost per mile												
Previous year												
July												
August												
September												
3rd Quarter Total												
Total Nine Months												
Cost per mile												

These PM Forms Will Help Show

OVER THE PAST FEW MONTHS, FLEET OWNER has designed a series of forms to give you complete control over your equipment and your shop. But control without direction can only do so much. You need to know where your operation is weak, need a way to tell at a glance when a vehicle is costing you more than it should.

The three forms in this installment of the series are set up to give you a clear running picture of where your problems might be, both on individual equipment and in your shop.

Possibly you have forms of your own that serve this purpose. If so, then this story will give you a chance to check your system. Look over the examples on these pages and ask yourself whether your form system will give you all the information, quickly and accurately, to fill out these summaries. If you draw any blanks, then it would pay to re-examine your forms.

Naturally, no form will suit every operation. And these are only models. They will give you a basis to plan better forms to fit in with your operation, will offer you a chance to put some fresh thinking to work.

There's no point in record-keeping where you run into greater danger of tieing yourself in red-tape than in preparing summaries. The editors have tried to keep this in mind in designing these

FLEET OWNER FORM NO. 20

ance	Total cost	Total miles	Operations cost per mile	Maintenance cost per mile	Miles per gallon	Miles per quart

1. Here's a Way to Measure Your PM Setup

Possibly your cost problems are a result of inefficiencies in some particular part of your operation. This form will help you spot the source. It's designed to measure your whole PM program—not only tells you how you're doing from month to month, but shows you how you stand at each quarter and for the year.

Spaces have been left for entering figures from the previous year as a basis for comparison. Blocked-out spaces need not be filled in. The information they would contain will be found elsewhere on the form.

The majority of the data that goes into this summary can be picked up from monthly summaries, such as those shown on the next page. There may be other information you would like to add to this, such as cost of clerical help, dispatchers' salaries, rent, etc. This should depend on the amount of control you have over these factors. The purpose of this form is not to assist bookkeepers in preparing your company's annual report, but rather to give you an idea of how you're doing your job. The picture here will show you where changes are needed to improve.

You Where Your Problems Are

models. The prime object was, at one and the same time, to keep them as simple as possible and yet to make them produce the maximum amount of useful information.

But where do you get the information that goes into these forms? From the sum total of routine paperwork which is a part of your operation. Only when added to the other forms being filled out does any one piece of paper assume meaning. Only when it's been cut to the bone does the information really become useful.

If, in looking over the examples shown here, you find some gaps in your form system, check the stories that have previously appeared in FLEET OWNER on this subject. See "Have You Revised Your Maintenance Forms Lately?" (Oct '57, p 153); "Here Are Four Basic Tire Forms Designed to Give Top Service" (Nov '57, p 65); "Trailer PM Forms: Here's How You Can Keep Equipment in Top Shape" (Feb '58, p 95); and "Here Are Three Forms that Will Tie in Your Drivers with Fleet PM" (May '58, p 63).

How can you spot vehicles that are eating into your profits? Two forms are shown on the next page that will put the answer in your hands →

Daily Fleet Summary FLEET OWNER FORM NO. 22

Date:

Vehicle number	Mileage end of day	Accumulated mileage	Gallons fuel added	Gallons oil added	Was water added to battery?	Was water added to engine?	Cause of tire change	Remarks
1								
2								
3								
4								
5								

2. How to tell at a glance which vehicles run up your costs

The object of this Daily Fleet Summary is to keep you in close touch with the prime trouble signs that will point to problem vehicles in your fleet. You can tell quickly, from day to day, which rigs are using too much fuel or oil, where there may be something in need of attention in a cooling system or battery, and which vehicles need adjustments made on their wheels.

Certainly, it would be perfect if there were some way you could have a complete daily inspection of each piece of equipment. Obviously this is so uneconomical it's out of the question. Nevertheless, it will pay you to have a form that will let you, with the minimum reading, spot some key clues to trouble. Without it, you're operating in the dark and will find yourself forced to rely on trust alone to tell you that everything is going as it should. You won't have any means of checking.

The information that goes into this form can be compiled quickly and easily from your oil and gas island records and from your drivers' daily inspection reports.

While the example has been set up on a daily basis, it can work just as well on a trip basis, with a few simple modifications, for fleets that operate over-the-road equipment.

Monthly Cost Summary FLEET OWNER FORM NO. 23

From_____ To_____

Vehicle number	Mileage Accumulated	Mileage Total	Fuel cost	Oil cost	Parts cost	Labor cost	Wash cost	Grease cost	Paint cost	Tire cost	Accident cost	Total cost	Remarks
1													
2													
3													
4													
5													
6													
7													

3. Here's a way to compare all the vehicles in your fleet

Using your daily summaries plus your shop records, work orders particularly, it is relatively easy to set up a monthly cost summary. Here's where you'll begin to get a really clear picture of how any particular vehicle stacks up against the rest. In the example, the prime elements that add up to a vehicle's total operating costs have been included. Quite possibly there may be other factors you'd like to include in your summaries, some you may care to drop out. This form is, like the daily summary, not designed for the purpose of measuring your total operation, but as a means of pinpointing individual problems. And, by blocking trouble you may spot in this way, you can bring about the efficiency that will add up to a healthy cost picture, a smoother functioning fleet.

OPERATOR'S GUIDE COPY

Here's a Cooperative PM Plan For Driver-Owned Vehicles

DRIVER-OWNED EQUIPMENT is often subject to abuses of maintenance that would never be tolerated by a fleet-minded maintenance man. In cases where driver-owners are a must, what can you do to cut down-time and accidents? One Florida ready-mix concrete dealer has come up with a unique cooperative plan that forces drivers into good maintenance practices and, incidentally, keeps all drivers at top sales effectiveness.

"We took our drivers to the bank . . ."

. . . says owner Eric H. Joelson, "and endorsed their notes so each man could buy the rig he drove." That's the first step in the plan of Venice Redi-Mix Concrete Co. "Then we set up a separate account with each driver, which permits him to draw up to $100 a week. The balance of his earnings serve to build up an account of $500 which is administered by the company.

"While our drivers earn from $105 to $140 weekly, their draw is limited to $100 until their accounts show a $500 balance. From that point on, they are permitted to draw every dollar they make . . . but the $500 cushion must be maintained at all times." Initially, each driver made a down-payment of less than $1000, and even some of these were financed through Joelson's endorsement of drivers' notes. Here's the result:

"Our operation is smooth . . ."

. . . says Joelson, "and the output of each man has risen 20% in terms of delivered yardage per hour." The incentive of being in business for himself has inspired every driver to keep his rig in top shape and to cooperate with the other drivers for the common good. Because drivers are compensated on a yardage-delivered basis, their zeal in drumming up business is fantastic.

"Drivers are liable for cargo . . ."

. . . Joelson states, "if the trucks break down. Also, their income stops until they get their units rolling again." A written contract between the company and each driver stipulates that every driver must keep his own rig in topnotch condition. That means both safe and good-looking. When a driver neglects a needed repair, the company can deny him further cargo until it is attended to. Since ready-mix concrete is a rapidly perishable product, road failures can leave the driver holding the bag for a rig full of useless cargo.

If a driver becomes ill or has a vacation coming up, he must make provision for an alternate driver to take over. This alternate must be acceptable to the company and to the other drivers.

"We supervise every rig . . ."

. . . says Joelson, "because we retain ownership of the concrete mixer on it. Every driver must be his own mechanic, since we're too small an outfit to hire mechanics. It's simply and directly up to him to keep his rig in satisfactory condition mechanically and esthetically."

Obviously, a driver may not have the mechanical skill to handle major repairs. But among the drivers are some who are expert mechanics. When another driver has a repair job he can't handle himself, he turns his rig over to one of the driver-mechanics. While the truck is being repaired, its owner uses the mechanic's vehicle—and all deliveries made are credited to the mechanic.

Since a driver earns nothing for himself while his vehicle is being repaired, he keeps an eagle eye on the progress of the repair work. Pay-off is in less down-time all around.

"The company buys all supplies . . ."

. . . explains Joelson, because its buying power is considerable since it administers each driver's $500 fund. Buying as a single large operation, the company saves the driver-owners money.

Drivers are so anxious to avoid mechanical breakdowns that, in cases where a vital assembly has to be replaced, they often pressure the company to buy them new units rather than rebuilts. If this should involve more money than is in the driver's fund, the company will make up the difference in purchase price. The company is glad to bear its share of the costs that result in good PM.

"Cooperation is a vital factor . . ."

. . . in the operation of the driver fund plan, according to Joelson. For example, the agreement provides that if a driver's vehicle or his conduct is unsatisfactory to the company or to any other driver, a group meeting is held to discuss him.

At this meeting, each driver has a vote, and the company has a vote. A majority decision settles the issue. If a driver isn't satisfied to go along with a decision and elects to cancel his agreement and leave, he surrenders mixer barrel and engine—and can sell his rig to the company at a 50% profit.

OPERATOR'S GUIDE COPY

661510

COOPER-JARRETT, Inc.

MOTOR FREIGHT SERVICE

2113 W. 73RD ST. CHICAGO 36, ILLINOIS

ROUTING OR INSTRUCTIONS

CONSIGNEE

SHIPPER

DESCRIPTION AND MARKS

TELETYPED WAYBILLS simplify handling and paperwork at Cooper-Jarrett. For one good example, take a look at →

How Integrated Paperwork Can Turn Dock Delays into Dollars

Roadmen no longer wait for bills or lengthy manifests to be typed . . . and destination terminals can plan ahead for stripping and city dispatching

How to improve terminal operations, so they would match the smooth and expeditious performance of hauling equipment? This was the problem at Cooper-Jarrett 2½ years ago. Careful analysis showed there was room for improvement in several areas—especially paperwork.

Guy Cooper, executive vice president, became convinced that teletype billing in load sequence could eliminate bottlenecks, help integrate all paperwork more closely with handling as well as hauling. Two years after adopting the new system he's still convinced—and here, in detail, is why he feels it is turning "delay into dollars."

At origin terminal, the over-the-road driver no longer has to wait for bills to be typed. Since the teletyped bills reach destination before he does, there's no need to carry a completely descriptive manifest. Instead he gets a copy of the new streamlined manifest (see example at right). It shows total weight and number of pieces—not individual items.

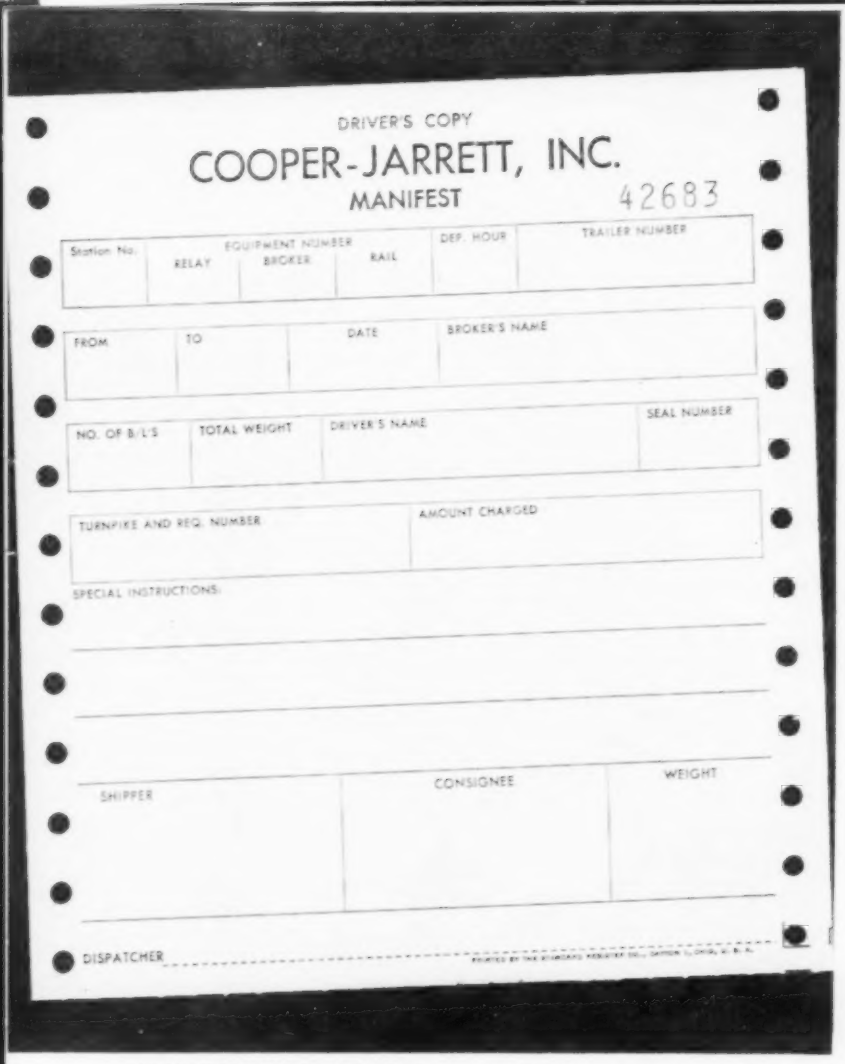
At destination terminal teletyped copies of the freight bills are received while the trailer is still on the road. There the dispatcher groups and sorts them according to delivery zones, assigns shipments to city trucks and determines delivery sequence. If there's any concentration of shipments for a special delivery area, he assigns the trailer to a bay as close as practicable to that delivery truck.

When the trailer pulls in, strippers work from a set of the teletyped bills on which the dispatcher has indicated city truck loading bays. They stack onto four-wheel carts, mark on the cart slate the destination, number of pieces, and load sequence for the city truck. The cart is then moved to the cluster area for the truck to which it is assigned.

There is no random dock storage and no peak congestion period. Finding freight for city deliveries is like picking it out of a card file, with this system.

Meantime, in the office of the origin terminal, there's plenty of time for checking—hence less chance of error.

In central accounting at Chicago, rate auditors review rates assigned by the terminals while the cargo is still enroute. This makes it possible to make corrections before delivery. Clerks total weights on the bills and balance to manifest totals, and they check to make sure that all pro numbers for freight bills are accounted for, too.



DRIVER'S COPY

COOPER-JARRETT, INC.

MANIFEST 42683

Station No.	EQUIPMENT NUMBER RELAY	BROKER	RAIL	DEP. HOUR	TRAILER NUMBER

FROM	TO	DATE	BROKER'S NAME

NO. OF B/L'S	TOTAL WEIGHT	DRIVER'S NAME	SEAL NUMBER

TURNPIKE AND REQ. NUMBER	AMOUNT CHARGED

SPECIAL INSTRUCTIONS:

SHIPPER	CONSIGNEE	WEIGHT

DISPATCHER

NEW STREAMLINED MANIFEST shows totals instead of itemized shipments.

Tabulating punch cards can be made up immediately from the transmittal tape. Selected data from the freight bills includes pro number, commodity code, weight, rate, charges, amount, destination. The tabulating cards are used for sales analysis and accounts receivable work, and in preparing ICC and other specific reports such as interline tonnage—revenue by trailer, originating terminal and destination.

After audits and verifications are complete, bills are mailed—within 24 hours after the origin terminal receives the cargo. The customer may receive his bill before he receives the cargo, and use it for tracing purposes if necessary.

Here's how the system works from the time shipments arrive at the origin terminal until they reach destination.

As freight comes in the interline waybills and shippers' bills of lading are registered with a Bates numbering stamp. (This stamp number is important, since it identifies the shipment for all subsequent handling.) The stamp number is then entered on a register check sheet, used to account for shipping orders prior to preparation of waybills.

Shipments are assigned to outbound trailers up to tonnage capacity. This is done by the foreman, who enters the weight of each lot on load tally sheets. At the same time he enters the assigned dock door on the shipping papers. Dockmen use these marked copies for stripping the truck. As they unload onto four-wheel carts, they write the dock letter, stamp number, and total number of pieces on the cart's slate.

When the stripping is completed, shipping orders go to the rating clerk. In order to standardize certain data and bring it together in one place, the rating clerk stamps the papers with a rubber stamp which leaves spaces for the specified information to be handwritten. This information includes waybill code, routing or instructions and interline charges.

When rating is completed, the shipping orders are filed in a tub in stamp-number order.

The load sequence card comes next—initiated by the foreman. On this card, dockmen write down the Bates number of each shipment as it is loaded.

When completed, the card goes to the office, where a clerk uses it to pull out the shipping documents according to load sequence. Weights are entered on an adding machine tape. The dispatcher compares these weights with the original tallies and enters them on the shortened manifest.

The short manifest, of course, takes but a moment, compared with time it took previously to itemize shipments. The driver leaves immediately upon receipt of his copy.

In the dispatcher's office, a clerk makes a package of the shipping orders for each trailer, attaches copy of the manifest, and sends it to the billing department. There a clerk arranges all packages according to destination terminal so that separate continuous tapes can be prepared for each terminal

Bills are prepared on an off-line teletypewriter (used for typing but not transmission) while the linehaul truck is enroute. Referring to shipping orders and

Continued on next page

Dock Delays Into Dollars . . .

Continued from page 65

manifest, the typist writes the bills for each load in the exact sequence in which shipping orders have been packaged.

The typist punches data from the bills into paper tape and produces one copy (Operator's Guide Copy) which is used for visual verification. In this way, errors can be corrected on the tape before it is put on the transmitting machine.

The Operator's Guide Copy has numerous typing aids. Guide lines and shaded areas help the operator place data in the exact column intended. Columns of data that will be mechanically converted from the tape into punched cards are headed in orange to call particular attention to the absolute need for accuracy here.

At scheduled times, the punched tape is put on a transmitter, which prints sufficient file copies for the origin terminal. Receiving machines at the destination terminal and central office simultaneously produce freight bill sets in the required number of copies.

What changes were involved in the conversion to teletyped billing? The company's standard Private Line Teletype system was converted to the Duplex system, which permits simultaneous transmission in both directions on different machinery. Cost was 25% greater.

This change, of course, meant an additional transmitter. And because the same line is used for bills and messages, an additional eastbound-westbound message machine was installed to eliminate the necessity of changing paper. "Off-line" machines were needed for punching the tape. These are essentially substitutes for electric typewriters, but they're more expensive. However, since the typist simultaneously prepares the punched tape, the need for an IBM key-punch operator has been eliminated.

Retraining needed for billers? At Cooper Jarrett, installation began at a time of general expansion, and in most cases new personnel were hired and trained for the job. Wherever qualified, previous billing personnel were shifted to other jobs. Says Guy Cooper: "I believe it's fair to say that a good biller who has been using an electric typewriter can be trained to teletype billing and IBM tape punching in about two weeks."

• *Cooper-Jarrett worked in close cooperation with four companies in the development of this "DID" system: Standard Register Co., American Telephone & Telegraph Co., International Business Machines, and Arthur Anderson & Co., certified public accountants.*

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Handiest and Speediest Stainless Steel Hose Clamps

COLLARED SCREW HEAD
Gives positive turning.
Prevents screw driver slippage.

DEEP-SLOTTED SCREW HEAD
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...loaded with PLUS FEATURES

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★ Housing recessed in band . . . assures uniform clamping pressure.

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★ Narrower, but heavier, band for greater flexibility and leakproof sealing.

★ Stainless steel band, housing with hardened cadmium-plated screw.

★ Clamp is detachable and "reattachable."

SURE-TITE was designed and is made by Wittek, specialists in many types of hose clamps for over 30 years . . . producing millions of clamps annually for automotive and aircraft manufacturers and other industries who demand and get superior engineering, design features, highest-quality materials, unequalled workmanship and unparalleled performance for leakproof hose connections.

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VALVOLINE quality works for your fleet . . .

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RESEARCH & DEVELOPMENT MAKES THE DIFFERENCE

Valvoline's quality Motor Oils and Lubricants have been adapted to the special needs of *your* fleet . . . the result of extensive research and development, both in the laboratory and many miles of road tests.

In order to constantly maintain Valvoline's more than ninety years of leadership, a modern Lubricant Test and Development Laboratory and an Engine Dynamometer Test Laboratory complete with engine rebuilding and photographic laboratory facilities have been continued for the benefits of fleets, large or small.

The problem of correct fleet lubrication . . . keeping your motor vehicles rolling on the highways . . . is one of the most important in the world today. Write for complete information about Valvoline's modern Motor Oils and Lubricants . . . that are best for *your* fleet.

Dept. FO-658

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OIL COMPANY • FREEDOM, PA.

Division of

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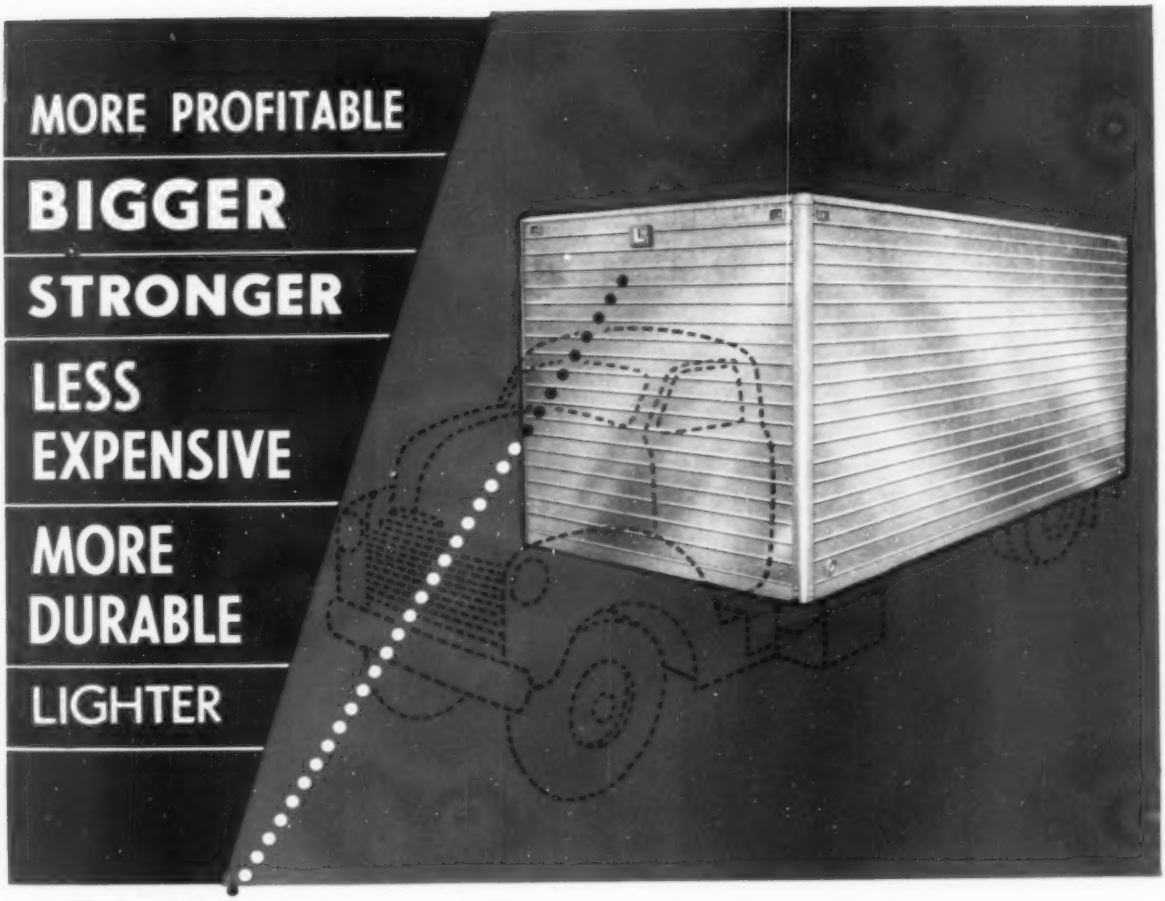

Truck Bodies PAY OFF 6 BIG WAYS!

Because truck bodies are engineered for easy assembly, they cost you less . . . and that means **you can make more profit with them.**

From the exclusive leak-proof top *(which avoids the contraction and expansion problems of one piece tops)* to the rust-proof, handsome, rugged sides . . . . . **gives you more.**

For maximum economy, the biggest payload possible, and an end to maintenance problems . . . check the truck body **NOW!**

YOU CHECK IT OUT . . . For detailed information or the name of the dealer nearest you, call or write:

LYNCOACH & TRUCK CO., Inc.

TRUCK BODY MANUFACTURERS SINCE 1929 ONEONTA, N. Y.

"We specify Armco ALUMINIZED STEEL for both new and replacement mufflers. We **know** they last longer," says Homer Burns (right), Superintendent of Maintenance

SUPER SERVICE REPORTS:

"We Specify Mufflers Made of Armco ALUMINIZED STEEL... Experience Proves They Last Much Longer"

"All our new diesel tractors are equipped with mufflers of Armco ALUMINIZED STEEL by our request," says Homer Burns, Superintendent of Maintenance, Super Service Motor Freight Company, Nashville, Tennessee.

"Why? Because our experience proves that they last much longer. Here's what we mean:

"In 1954, we purchased 140 new diesel tractors with mufflers made of ALUMINIZED STEEL. Our maintenance records show that these mufflers outlasted the ordinary carbon steel mufflers we previously used at least 4-to-1 on the average.

"It's easy to see why, in 1957, when these trucks were sold, we specified mufflers made of Armco ALUMINIZED STEEL for all our new equipment."

GET MAXIMUM PROFIT

You too can cut costs of muffler maintenance and minimize off-the-road time due to muffler failure. Just be sure to specify that all new and replacement mufflers be made of Armco ALUMINIZED STEEL. If you'd like to know where you can get these long-lasting mufflers, fill in and mail the coupon.

ARMCO STEEL CORPORATION
2048 Curtis Street, Middletown, Ohio

Where can I get mufflers made of ALUMINIZED STEEL for:

☐ Trucks and tractors
☐ Autos

Name_____ Title_____

Firm_____

Street_____

City_____ Zone_____ State_____

ARMCO STEEL

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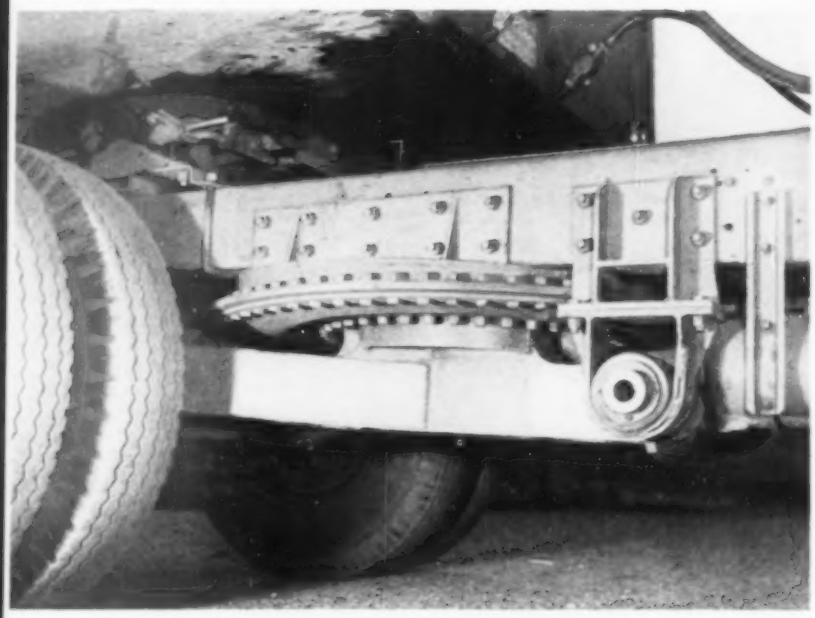
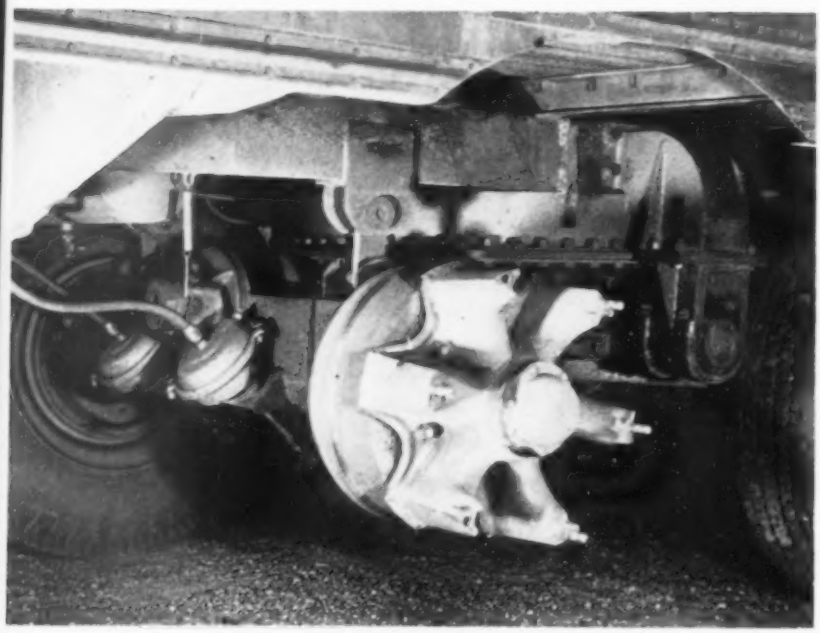
SHEFFIELD DIVISION • ARMCO DRAINAGE & METAL PRODUCTS, INC. • THE ARMCO INTERNATIONAL CORPORATION

Here's Latest in Air Suspension



"SPRING" IS CIRCULAR CHAMBER AND DIAPHRAGM, shown here on a typical tractor installation. No levelling valves are used.



UNIT IS CENTRALLY MOUNTED on a tandem-axle installation. Sway control is "built in" feature of mounting. No torque arms are used.

THIS RADICALLY DIFFERENT air suspension system uses no levelling valves, and gets along fine without them. Load is "sprung" on a single, centrally located diaphragm. If air is lost for any reason, frame comes down evenly on snubbers and there's no danger of its tipping over.

The diaphragm is multi-ply construction, like a tire, and will outlast the vehicle, maker claims. Typical installation uses 42-in. diameter diaphragm that will easily support a load of over 43,000 pounds at 35 psi air pressure. Unladen, 5-7 psi is sufficient.

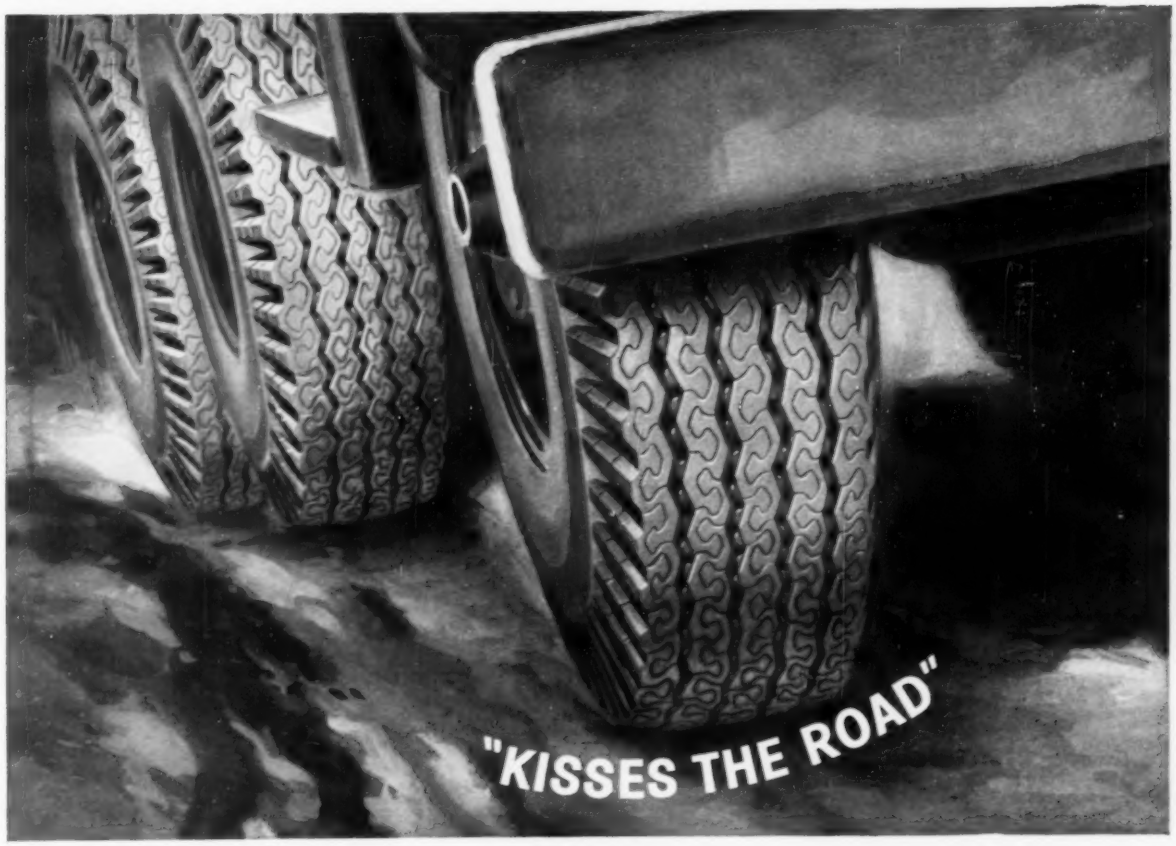
Axle can be raised, as shown in lower photo, without use of jack. All you have to do is let air out of the system till the hook arrangement (just behind dual, lower photo) can be engaged. When air pressure is restored, axle is carried up with frame. Both duals on an axle may be lifted simultaneously for easy wheel removal or brake check.

In the tractor installation shown here, the suspension is mounted cantilever style. This results in caster-like action for the drive wheels. Because of the unique design of the suspension, articulation of each axle in a tandem is such that little or no twisting or tilting force is transmitted to the frame when wheels roll over curbs and such. This feature also results in remarkable stability on the road, it is claimed, as there is little tendency to sway.

No bracing is used to protect the suspension from side shock. The diaphragm is designed to absorb shock from any direction. No torque arms are used and there are no lubrication problems.

• *Further details on the suspension are available from Air-Springs Inc., 527 Lexington Ave., New York, New York.*

NEW ARMSTRONG TIRE



ROLLS 114,000 MI. BEFORE FIRST RECAP!

Rolling doesn't wear off rubber — scuffing does. Armstrong's new design checks scuffing, gives phenomenal mileage.

"114,000 miles over rugged Maine roads — and still good for a lot more!" That's typical of letters in our files testifying to the amazing mileage Armstrong's new Miracle S-D Tires run up — because they "kiss the road".

Tire engineers have long known that so long as a tire *rolls* freely, tread wear is negligible. But when design causes rubber to be dragged, even a fraction of an inch, scuffing causes rapid wear.

Miracle S-D Armstrong Tires lick scuffing two exclusive, patented ways. Interlocking sipes let the tread *kiss* the road hello and goodbye. And intratread bumpers (see diagram) permit deep-tread ribs that *can't* weave. Traction goes sharply UP; scuffing, slipping and skidding go sharply DOWN. Run your own test on these new tires that "kiss the road" — and revise your ideas of how long over-the-road tires can last.

Exclusive interlocking sipes grip road in all direction, yet "kiss" the road and leave it without *fore-and-aft* scuffing.

Exclusive intratread bumpers prevent deep tread from weaving under load or braking pressure, greatly reduce *side-to-side* scuffing.

ARMSTRONG MIRACLE S-D TRUCK TIRES

The Armstrong Rubber Co., Home Office, West Haven, Conn.

If it moves...

ROCKWELL-STANDARD

BRAKES CAN STOP IT!

New lightweight . . . Fabricated steel brake shoes weigh many pounds less than cast shoes. Binding or freezing up is eliminated because double web construction permits limited area fit with one piece cam rollers. Wear areas of the webs are heat treated for long life.

Unit-mounted . . . All brake parts are mounted on the spider for compactness. Efficiency is higher and correct cam shaft alignment is assured with close coupled cam shaft and chamber bracket.*

"P" SERIES POWER BRAKES

designed for heavy-duty automotive service

Here is a brake that gives longer, trouble-free service for trucks, trailers, and all types of industrial and road equipment. These heavy-duty "P" Series Brakes are easy to maintain in service. Simplicity of design is the keynote—with brake, air chamber, and camshaft all mounted as a unit.

The outstanding features of the Rockwell-Standard "P" Series Brakes give increased economy and performance. Operating temperatures are lower and lining life longer because open-type spiders assure good internal ventilation and rapid cooling. Rockwell-Standard "Econo-liners" are tapered to provide greatest thickness where greatest lining wear occurs.

A constant-lift "S" type cam assures uniform application of brake shoes for maximum control and immediate response. Brake adjustments are quick with easily accessible slack-adjusters. Long wearing nylon bushings assure smooth operation with minimum maintenance.

"P" Series Power Brakes are available in a range of capacities and sizes to fit every need.

*"P" Series Brakes are also available with inboard chamber mounting for special applications.

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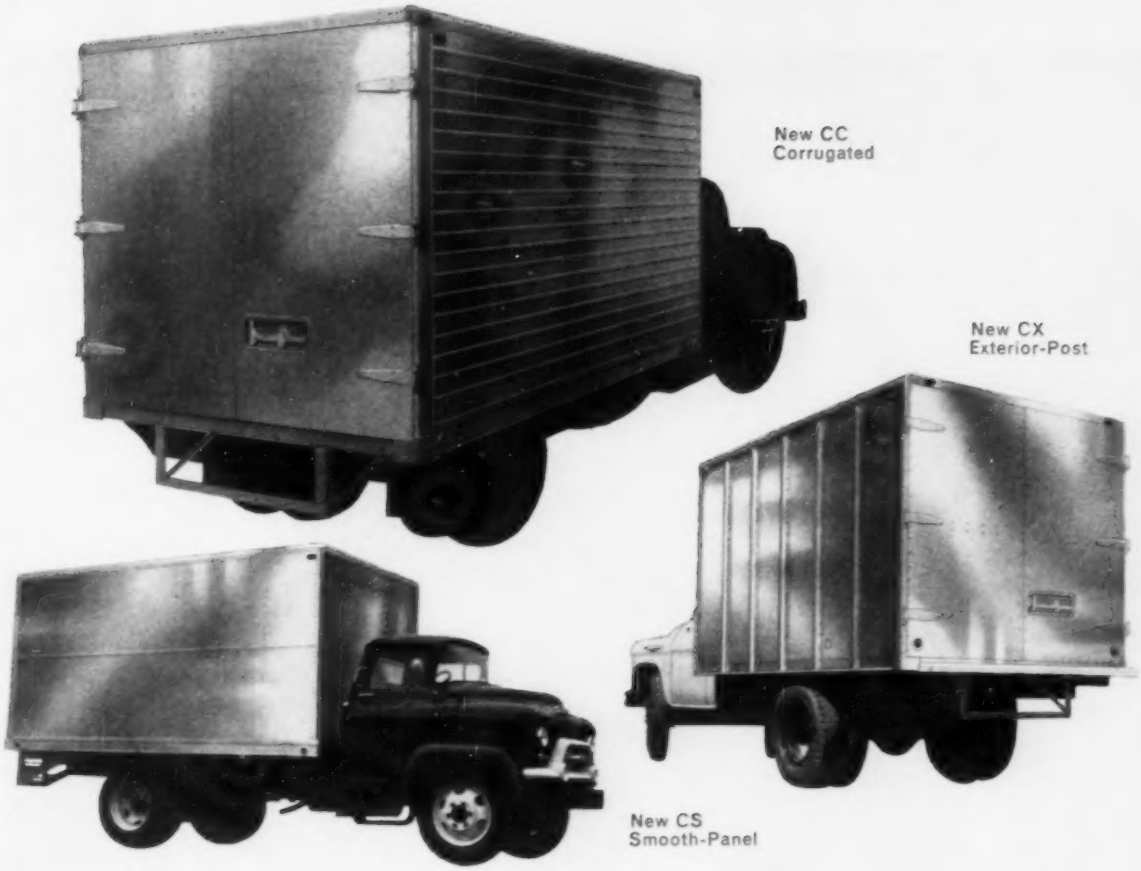
Another Product of...

ROCKWELL-STANDARD
CORPORATION

For every industrial, agricultural or automotive application where braking is required!

BRAKE DIVISION Ashtabula, Ohio

ROCKWELL R STANDARD



Increased capacities and lightweight...

NEW Series "C" Brown Aluminum Bodies

Select your new truck body from one of Brown's New Series "C" aluminum Cargo Vans.

Brown built its first aluminum truck body over 25 years ago. Today, 25,000 bodies later, it offers you the New Series "C" line. There are three types in this new line . . . all engineered to feature the strength and toughness required by operators.

You get *increased loading capacities* and money-saving *lightweight* in all three types, because the New Series "C" makes full use of newer aluminum alloys that are stronger yet light in weight. Also, aluminum is rust-proof and does not require paint or preservatives. And it refuses to wear out.*

The single unit rear frame, in this *heavy-duty*, trailer-type construction, prevents wracking, maintains door alignment and protects the body from dock damage.

More than a hundred reputable body builders sell and service Brown Cargo Vans throughout the United States.

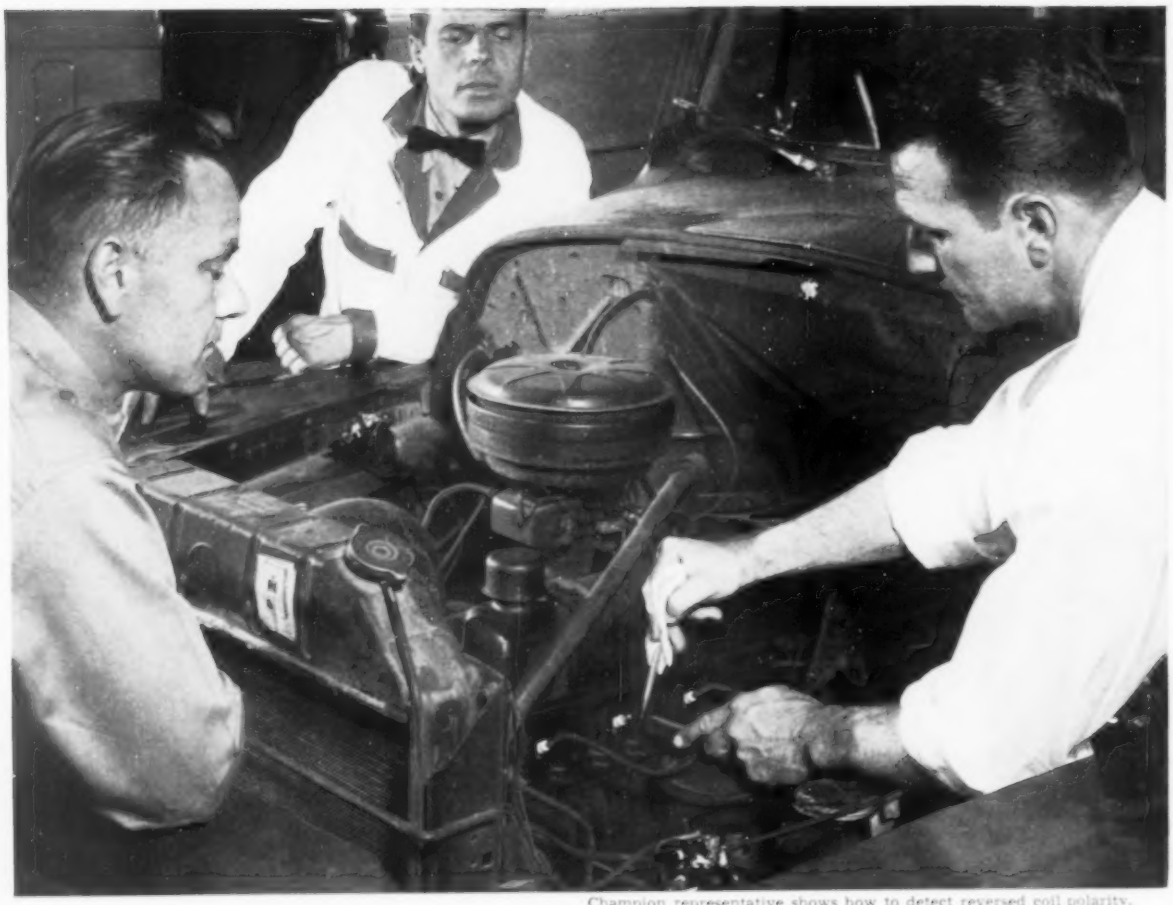
*The first Brown aluminum Cargo Van—built in 1931—is still in constant use on its fifth chassis!

Brown TRAILERS DIVISION CLARK EQUIPMENT

For complete specifications and prices contact your Brown Cargo Van Dealer—or write to:

BROWN TRAILER DIVISION

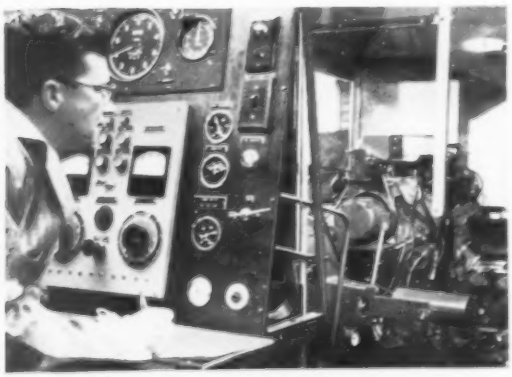
CLARK EQUIPMENT COMPANY • Elgin, Illinois • Box 275



Champion representative shows how to detect reversed coil polarity, a condition that can cause loss of power and hard starting. (See Service Tips)

EXCLUSIVE TECHNICAL HELP

Technically trained Champion representatives can often cut your maintenance costs – and give you better ignition performance. These spark plug specialists have piled up cost-cutting "know how" while helping other fleet owners. And they're backed by the world's largest research and engineering organization devoted exclusively to spark plugs. If you're interested in cutting ignition costs and getting better spark plug performance, take advantage of this exclusive Champion service now. (Any Champion supplier can contact a Champion representative for you.)



SPECIFIC ENGINE DESIGN

This Champion dynamometer helps cut your operating costs by testing spark plugs until they are "just right" for your engines. It puts real-life stress and strain on experimental spark plug models – sees to it that each plug delivers all the power built into your engines.

SERVICE TIPS for better

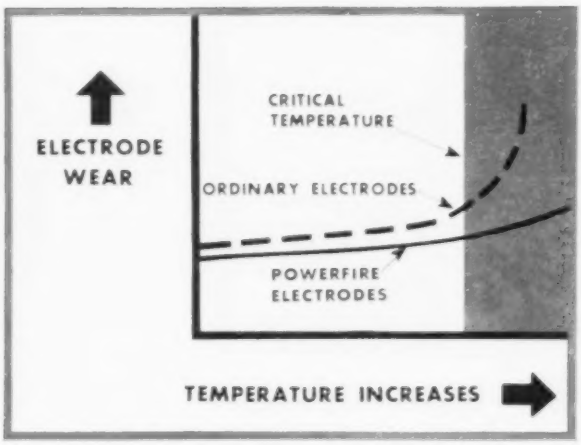
Check for reversed coil polarity by holding the ignition wire about ¼" from the spark plug terminal while engine is running. Insert the point of a wood pencil between the plug and wire (see large picture). If the spark flares or feathers and has a slight orange tinge on the spark plug side of the pencil, polarity is correct. If the spark flares on the wire side, coil connections should be reversed.

ONE CAUSE OF PISTON BURNING

Truck manufacturers have recently noted in service bulletins that excessive distributor gear backlash may cause damaging detonation due to fluttering or "wild advance" of ignition timing. This in turn can cause piston and bearing failures, loss of power . . . even spark plug

CHAMPION

Your profits increase when this Champion "know how" cuts spark plug costs



SPECIAL APPLICATION PLUGS

Repeated spark plug cleanings drain off profits and tie up valuable equipment. Now, by using Champion's new auxiliary-gap spark plugs, you can reduce fouling caused by continued low-speed operations. If this is your problem, switch to Champion's auxiliary-gap – it can give you bigger profits through better service.

MAXIMUM LIFE

Long spark plug life is naturally important for economical operation. This graph shows how Champion's Powerfire electrode lasts far longer than ordinary electrodes under severe operating conditions (shaded area represents the critical temperature range). Make all this "know how" work for you by using Champions in your fleet.

truck performance

breakage due to the high frequency shock waves in the cylinders.

It's easy to check for excessive backlash or vibration in the distributor train. With a timing light, accelerate the engine to speeds of about 2000 r.p.m. and observe the action of the timing marks. They should advance smoothly. (If there's no advance, the centrifugal weights are probably jammed.)

If fanning of the timing mark is observed at any speed to exceed 3-4 degrees, distributor rework should be considered to avoid serious engine damage. Check maintenance manual for specifications covering distributor shaft end-play and backlash.

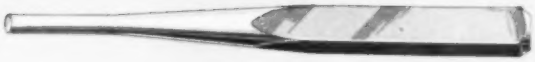
Dependable 5-rib

CHAMPION

SPARK PLUGS

SPARK PLUG COMPANY • TOLEDO 1, OHIO

1. Center punch



2. Pin punch

3. Starter punch

4. Drift punch

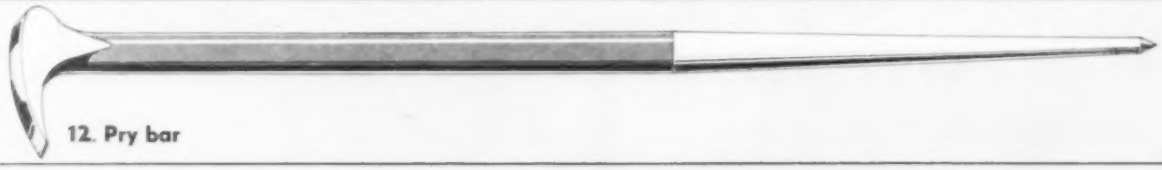
5. Rivet buster

6. Long flat chisel

9. Lining-up punch

10. Long H. D. punch

11. Long tapered punch



12. Pry bar

15. Muffler tool

16. Jimmy or pinch bar

17. Cotter-pin puller

7. Flat chisel

8. Cape chisel

13. Round-nose cape chisel

14. Diamond-point chisel

18. Bushing cutter

19. Cotter-pin tool

Hand Tool Series—13

Nineteen Chisels And Punches and Their Uses

SHOWN HERE are nineteen of the many types of chisels, punches and chisel-like tools that are in common use today. Center punch (1) tapers to an extremely hard point for starting drill bits and marking points for identification. Pin punch (2), often called a combination punch, combines good features of starter and drift punches (3) and (4). Upper portion of the shaft of the pin punch is tapered like the starter punch, and bottom third is straight as is the drift punch. Starter punch has gradual taper for more strength to jar pins loose. Once pin starts to move, switch to another punch: starter type will wedge in hole.

Flat chisels (6) and (7) are made for everyday jobs like shearing bolts, cutting sheet metal, splitting nuts, etc. Use the rivet buster (5) on large rivets. It's built to do the job and you'll prevent damage to your regular chisels. Cape chisel (8) is primarily for cutting keyways, narrow grooves, square corners and the like.

Each of the next three punches has its special advantages in automotive work. Lining-up punch (9) is good in assembly work when you must line up holes in fenders, frames and other parts. The heavy-duty punch (10) is for the big, tough jobs. They are made as long as 18 inches. The long tapered punch (11) is also used for lining up and for driving extra-long pins. The pry bar (12) is used for aligning too, but also has a rolling head on the other end that gives you maximum leverage for prying work. The two chisels (13) and (14) are made for special jobs. The round-nose cape lets you get inside rounded corners and cut oil grooves in bearings. The diamond point is for square corners and V-shaped grooves.

As the name implies, the muffler tool (15) was specially designed to cut a slot in the exhaust pipe for easy removal from the muffler. The jimmy (16) is for heavy, chisel-type prying jobs. End is slightly curved for greater leverage, while handle end is pointed for lining-up.

Of the last three (17, 18 and 19), two are neither chisels nor punches but are in the same family. For big pins, hook end of (17) is inserted in eye of pin—other end, called the anvil, is struck with hammer. The other cotter-pin tool (19) is for small pins and doubles as packing hook. Bushing cutter (18) has curved cutting edge to curl metal away from user.

BCA ball bearings go on easier . . . stay on longer

You can lower your maintenance costs per mile with BCA. You reduce shop time for bearings replacements because BCA ball bearings are easier to install. *They're made to fit perfectly.*

Your trucks will come back to the shop less often for bearings jobs because BCA ball bearings deliver longer service.

You save down-time, you save labor, you save on the cost of bearings. This adds up to significantly lower costs per mile.

Use BCA ball bearings for all your replacement work . . . for transmission, wheel, generator, clutch, and differential. You can get them from your bearing distributor.

BCA ball bearings

FEDERAL-MOGUL SERVICE

DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.

FEDERAL-MOGUL SERVICE
Division of Federal-Mogul-Bower Bearings, Inc.
Detroit 13, Michigan

2 Bower exclusives give you 2 big advantages

Two exclusive design features assure better performance and longer life with Bower tapered roller bearings.

Spher-O-Honed—no run-in . . . Roller heads are ground to operating contour *that other bearings must acquire through run-in.* This means they hold adjustment, give smoother performance over a longer life.

Higher Flange Design cuts wear . . . provides large, two-zone contact for roller heads. This exclusive design reduces pressure on individual rollers, improves roller alignment, cuts down wear and resultant end-play. Oil groove is larger, affording positive and constant lubrication of the roller heads, reducing heat and wear. Again this means longer life.

Bower roller bearings are widely used as original equipment. You'll profit by using them when replacements become necessary . . . in more hours on the road, fewer in the shop. You can get Bower roller bearings from bearing distributors.

BOWER
roller bearings

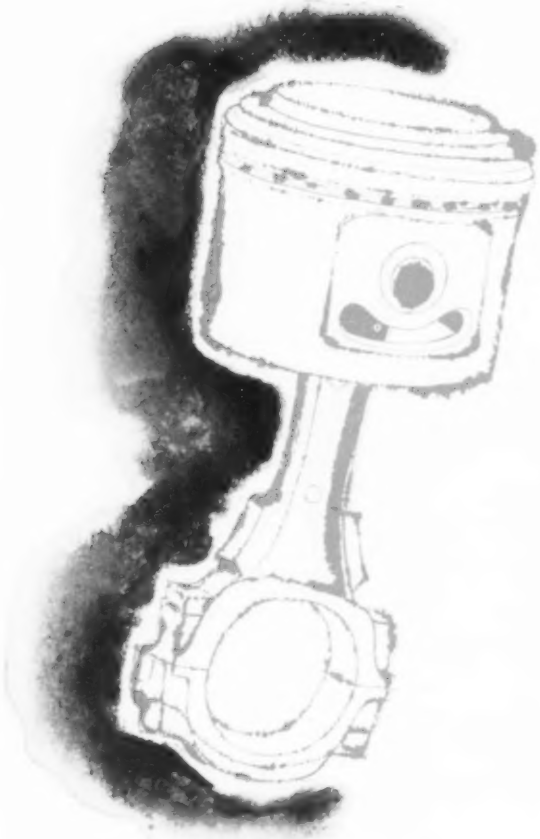
FEDERAL-MOGUL SERVICE
DIVISION OF FEDERAL-MOGUL-BOWER BEARINGS, INC.

Fm sintered copper alloy bearings mean real heavy-duty mileage!

There's a reason why fleet maintenance men prefer Federal-Mogul sintered copper alloy replacement bearings . . . two to one! They know from experience that *Fm* sintered bearings set new standards in trouble-free mileage. Whether you use precision undersizes or have to align bore, Federal-Mogul provides a complete line of quality bearings engineered for reconditioning work. And your Federal-Mogul Jobber provides fast service on all of your bearing requirements. Call him today!

BEARING FEDERAL Mogul SERVICE

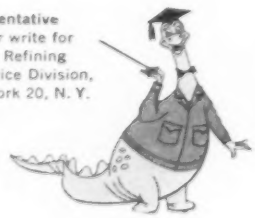
FEDERAL-MOGUL SERVICE
Division of
Federal-Mogul-Bower Bearings, Inc.



Pistons... Oil... and How to Save Money

The longer your pistons work before need of ring replacement—the less your cost of operation. Sinclair Tenol® Oils have the reputation for giving longer service to cylinders, rings and other vital parts. Refill with Tenol now. Next time management asks how you've cut costs, tell them you've switched to Sinclair—and show them the results.

Call your Sinclair Representative for further information or write for free literature to Sinclair Refining Company, Technical Service Division, 600 Fifth Avenue, New York 20, N. Y. There's no obligation.



SINCLAIR
Tenol® Oils

LP-Gas Outlet Guide—Part III of a Complete Listing

IF YOU'RE AN LP-GAS USER faced with the possibility of sending a vehicle into unfamiliar territory, you'll want to know where you can find a place to fuel up. Here's the solution to your problem, a complete listing of LPG outlets in the U. S., Canada, and Mexico.

FLEET OWNER is publishing these lists in cooperation with the Liquefied Petroleum Gas Assn., Inc., which compiled the information. The LPGA has up-dated the listings it published in 1956 and made additions. These will be run in this and succeeding issues of FLEET OWNER.

The complete list* will be available in a handy, pocket-sized booklet from the Liquefied Petroleum Gas Assn., 11 South LaSalle St., Chicago 3, Ill., at $1.00 per copy, with quantity discounts.

The listings are arranged alphabetically, by state, city, and company name. The following abbreviations have been used:

B. Plt.—Bulk Plant
Butn.—Butane
B-P Mix.—Butane-Propane Mixture
Lubt.—Lubrication Service
Maj.—Major Repair Service
Min.—Minor Repair Service
Pro.—Propane
Pump—LP-Gas Pump
P & M—Pump and Meter
S. S.—Service Station

Colorado

Continued from May issue

Wiggins, Johnson-Schlegel Gas & Equip. Co., State Hwy. 6 in town, B. Plt., 7:30am-5:30pm, Clsd. Sun. & Hol., Pump, Pro., Butn., B-P Mix, *Phone HUnter 3-4950*

Woodland Park, Park Hardware Gas & Equip. Co., Jct. of Hwy. 24 & 67, 2 blocks W. of the main St., B. Plt., 7am-7pm, Pump, Pro., *Phone MU 7-9261 Aft. Hrs. MU 7-9265, MU 7-9239*

Connecticut

Derby, Suburban Propane Gas Corp., 100 Water St., B. Plt., 8am-4:30pm, Pump, Pro., *Phone REgent 4-2503*

Greenwich, Fuels Inc. (The Greenwich Gas Co.), off Railroad Ave., ½ Mi. W. of Rt. 1, B. Plt., 8:30am-4:30pm, Clsd. Sat., Sun. & Hol., P & M, Pro., *Phone TOwnsend 9-6900 or 9-4226*

East Hartford, Propane Gas Service Inc., 30 Hartland St., B. Plt., 8am-5pm, P & M, Pro., *Phone JA 8-1571 or JA 8-5141*

Middletown, Lehigh Bottled Gas., Newfield St., B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., *Phone DIamond 6-9658*

Niantic, Suburban Propane Gas Corp., 23 State Rd., B. Plt., 8am-4:30pm, Pump, Pro., *Phone PErshing 9-5418*

Norwich, Lehigh Bottled Gas., Mill St., B. Plt., 7:30am-10pm, Clsd. Sun., Pump, Pro., *Phone TUrner 9-8488*

Rockville, Superior Gas Service, Crane Rd. Ellington, Conn. just off Rt. 140 Conn., B. Plt., 7am-8pm, P & M, Pro., *Phone TRemont 5-4821 or Windsor Locks NAtional 3-5014*

Stepney, Rural Gas Co., Rt. 25 at the Stepney-Trumbull Line 7 Mi. from Bridgeport, B. Plt., 8am-5pm, Clsd. Sat., Sun. & Hol., P & M, Pro., *Phone AMherst 8-1641*

Willimantic, Brown's Gas, Inc., Ash & Hwy. 89, B. Plt., 8am-6pm, P & M, Pro., *Phone HA 3-4534 Aft. Hrs., HA 3-5280*

Windsor, Suburban Propane Gas Corp., 90 Macktown Rd., B. Plt., 8am-4:30 pm, Pump, Pro., *Phone MUrdock 8-3623*

Delaware

Dover, Suburban Propane Gas Corp., Walker Rd., B. Plt., 8am-4:30pm, Pump, Pro., *Phone 4748*

Middletown, Schagrin Gas Co., Rt. 1 & N. Broad St., B. Plt., 7am-9pm, Pump, Pro., *Phone FRontier 8-2902*

Millsboro, Collins & Ryan Gas Co. Inc., B. Plt., 7:30am-5:30pm, Clsd. Sat. & Sun., P & M, Pro., *Phone 2241*

Newark, Suburban Gas Co. of Delaware, on US Rt. 40—5 Mi. from Newark & 3 Mi. E. of Elkton, Md., B. Plt., 8am-5pm, P & M, Pro., *Phone EVdicott 8-1161*

Rehobath Beach, Suburban Propane Gas Corp., Rehobath Ave. extension, B. Plt., 8am-4:30pm, Pump, Pro., *Phone 3331*

Wilmington, Keen Compressed Gas Co. Inc., 4305 Miller Rd., B. Plt., 8am-

Continued on page 88

**Copyright 1958, L.P.G.A., Inc. These lists were prepared by the Market Research Committee of the Liquefied Petroleum Gas Association as a service to the users and dispensers of LP-Gas motor fuel.*

Change TUBELESS TRUCK *Tires*

Faster-Easier

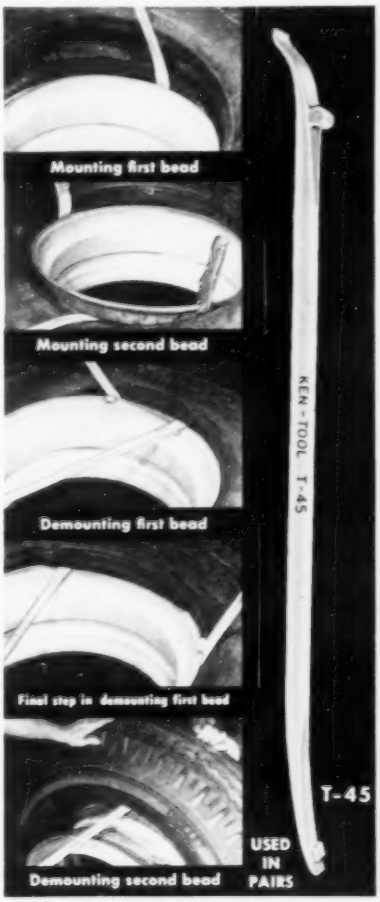
KEN *quality job-designed*

T-45 TIRE TOOLS

TRUCKS – BUSSES TRACTORS

Used and recommended by leading tire makers. New, improved design for mounting and demounting tubeless truck tires on new one-piece drop-center rims without damage to sealing features. Simple instructions with set of tools. Length: 38".

USED IN PAIRS



SEE YOUR JOBBER!

SAVE LABOR, TIME AND MONEY. INSIST ON KEN TOOLS. Finest Quality and Design. Largest Exclusive Mfgrs. of Tire Changing Tools and Equipment.

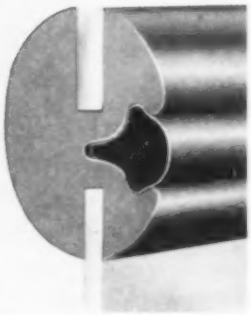
The KEN-TOOL Mfg. Co.
AKRON 5, OHIO

LEAKPROOF?

Be sure with

INLAND

Self-Sealing Weather Strip



Windshields and "fixed" windows can be leakproof—even under extreme conditions—by simply designing, or specifying Inland Self-Sealing Weather Strip.

Inland Self-Sealing Weather Strip needs no special mounting surface, channels, moldings, or binders. One man can install with a minimum of time, effort, materials. Inland Weather Strip is made in a wide variety of standard shapes and sizes . . . or to your specifications for *any* installation or service requirement. Get complete details on Inland Self-Sealing Weather Strip now.

Body panel is first fitted into strip. Glass is next fitted into the strip. Then, over-size filler strip is "zipped" into locking channel which expands and compresses the whole weather strip into *one complete, permanent, leakproof seal.*

INLAND MANUFACTURING DIVISION
General Motors Corporation • Dayton, Ohio

INLAND SELF-SEALING WEATHER STRIP IN *ACTION*

Transportation Industry

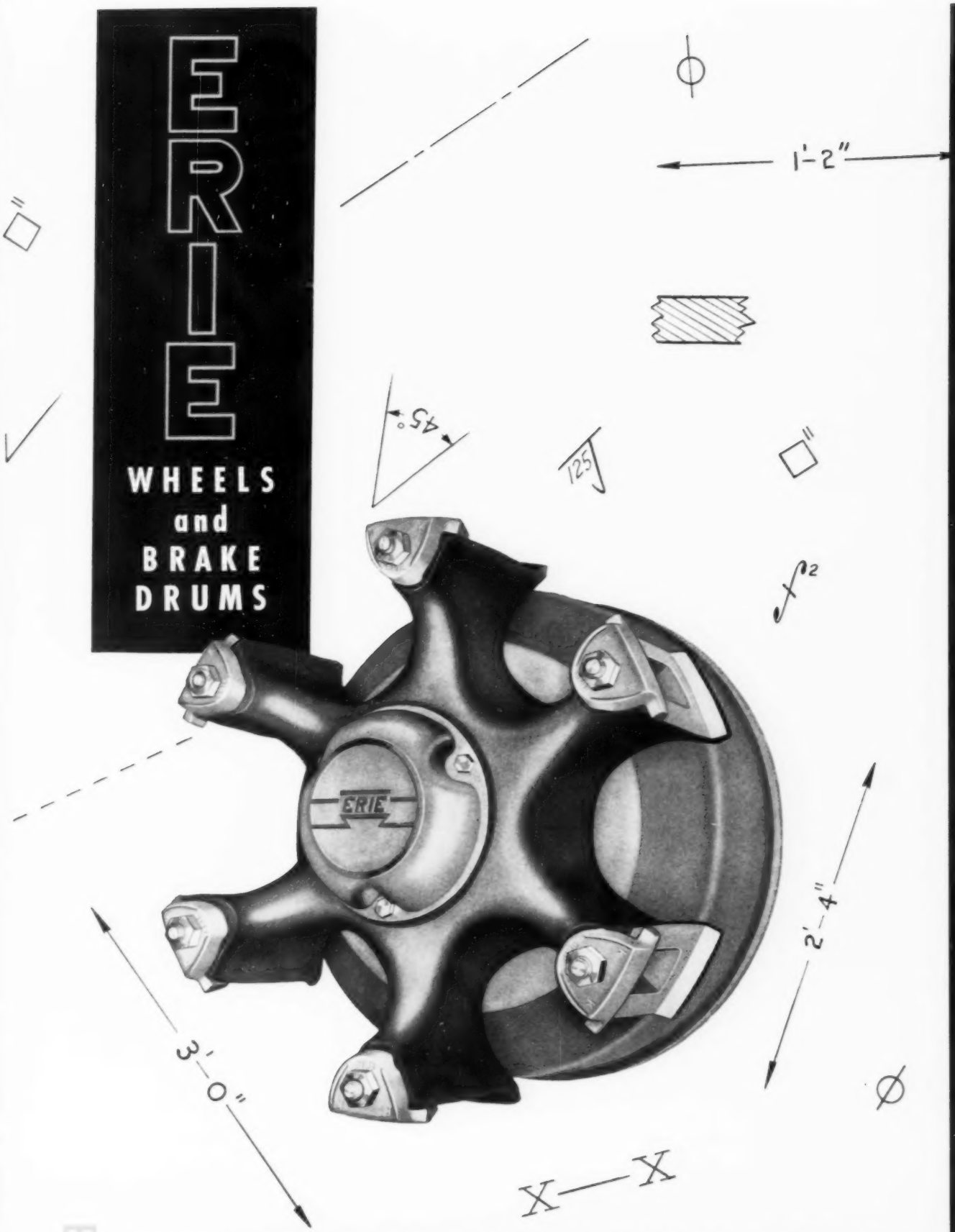
Railway Equipment

Marine Applications

Automotive Installations

Over-the-road Equipment

Commercial Structures



Automotive Wheel Division **ERIE MALLEABLE IRON CO., ERIE, PA.**

Allis-Chalmers Trucks with TRI-LIFT Masts

STACK NEARLY ½ HIGHER

YET WORK IN LOW HEADROOM

Allis-Chalmers 4,000-lb fork truck with Tri-Lift mast enters a low-headroom truck at the loading dock.

Here the same truck reaches high for efficient yard stacking, with its Tri-Lift 144-in. mast.

STORES MORE MATERIAL — Wherever there's room above for stacking, an Allis-Chalmers Tri-Lift truck gives you up to 50 percent extra storage space at your "fork tips." No penalty when you work around low overhead obstructions, either.

OPERATES IN ENCLOSED TRAILERS AND BOXCARS — In addition to reaching up nearly one-half higher, an Allis-Chalmers Tri-Lift mast, when lowered, ducks through low doorways or into enclosed trailers and boxcars.

IT'S SIMPLE, WITH GOOD VISIBILITY — Uses only a single, standard lift cylinder — like any conventional mast. No complicated ratchets or latches. This simplicity means more visibility through the mast.

FIND OUT MORE — Call your Allis-Chalmers material handling dealer. He'll be glad to demonstrate the advantages of Tri-Lift mast. He'll help you select the "years-ahead" model and capacity truck that will best suit your particular needs. You may have detailed literature by writing direct. Allis-Chalmers, Milwaukee 1, Wisconsin.

ALLIS-CHALMERS

BH-76

wherever you see them

. . . trucks are safer

with Guide

turn signals

Safer—on the road, off the road! And that's only one reason why leading truck manufacturers specify Guide Turn Signals as original equipment! Guide Turn Signals are ruggedly dependable in all weather . . . meet state regulations (optically) where required. Guide Turn Signals are your clear signal to safer truck operation, more profitable mileage! Available through United Motors Service outlets and most truck dealers.

Set consists of four lamps, self-cancelling switch . . . choice of bracket or flush mounting for rear lamps

GUIDE LAMP DIVISION GM GENERAL MOTORS CORPORATION • ANDERSON, INDIANA

LPG Outlets . . .

Continued from page 83

5:30pm, Sat. 8am-1pm, P & M, Pro., *Phone PO 4-4490*

Florida

Apalachicola, Citizens Gas Co. Inc., Hwy. 98 W. of city at city limits, B. Plt., S.S., 24 Hrs., P & M, Pro., *Phone OLiver 3-5201 or OLiver 3-2092*

Apalachicola, West Florida Gas & Fuel, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., B-P Mix.

Arcadia, De Soto Gas Co., 200 W. Oak St., B. Plt., 24 Hrs., P & M, B-P Mix, *Phone WAlnut 8-4501*

Auburndale, Growers L P Gas Serv. Inc., 1 block N. of US Hwy. 92 on Bridges Ave. in city, B. Plt., 8am-5pm, P & M, Pro., B-P Mix, Min., Maj., *Phone WO 7-1031*

Bartow, Green's Fuel of Florida Corp., 415 E. Main St., B. Plt., 8am-5pm, P & M, B-P Mix, *Phone 3-1131, 3-4713*

Belle Glade, Lake Gas Co., 600 S. W. 16th & S. Hwy. 715, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone WYman 6-3715*

Blountstown, West Fla. Gas & Fuel, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., B-P Mix.

. . . Change to WOLF'S HEAD and you can tell the difference. The *superior* premium quality of WOLF'S HEAD means your costs go down . . . you have lower oil consumption, less "down-time" . . . fewer overhaul and repair costs . . . longer operating life. That's the kind of *difference* that adds up to *dollars*—for you. WOLF'S HEAD, the oil with *Nature's Miracle Molecule*, is 100% Pure Pennsylvania. It's refined three important steps *beyond* ordinary motor oils and scientifically fortified to clean as it lubricates. Your experience will confirm that it's the finest fleet protection your money can buy.

FREE! Laboratory Control Plan

Ask about the Free WOLF'S HEAD Laboratory Control Plan. It can help reduce your operating costs substantially.

WOLF'S HEAD OIL REFINING CO., Inc. · OIL CITY, PA.

100% Pure Pennsylvania Scientifically Fortified — Member, Penna. Grade Crude Oil Association

Bradenton, Protane Corp., Rt. 41 Tamiami Trail S. of Cortez Rd., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone 24-171*

Branford, Branford Gas Co., US 129 & US 27, B. Plt., 7:30am-6:30pm, Clsd. Sun., P & M., Pro., B-P Mix, *Phone WE 5-2371, Aft. Hrs. WE 5-2591*

Clearwater, Gulf Fuel & Distr. Co., 1754 Clearwater Largo Rd. B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., Min., *Phone 3-6778*

Clewiston, Glades Gas Co., on US 27 in center of town, B. Plt., 8:30am-5pm, P & M, Pro., *Phone YUkon 2-1311 Aft. Hrs. YU 2-5665*

Cocoa, Cains Gas Co., at Intersection of US 1 and Fla. 520, B. Plt., 8am-8pm, Clsd. Sun., P & M, Pro., *Phone 661W, 424J or 148W*

Cross City, Liles Hardware, US 19, B. Plt., 7:30am-6pm, P & M, Pro., B-P Mix, *Phone HY 8-3318*

Dade City, Joe Herrmann's Inc., on US Hwy. 301, ½ Mi. N. of city limits, S.S., 7am-9pm, P & M., Pro., Lube., Min., *Phone LOgan 7-5163 or LOgan 7-3873*

Daytona Beach, Modern Gas & Appl. Corp., 830 N. Ridgewood Ave. US 1 (Federal Hwy.), B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone CL 2-5951 Aft. Hrs. CL 3-2255*

De Funiak Springs, W. Fla. Gas & Fuel, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., B-P Mix.

De Land, Fla. Home Gas Co., 401 N. Stone St., B. Plt., 8am-5pm, Clsd. Sat., Sun. & Hol., P & M, Pro., *Phone REdwood 4-1951*

Delray Beach, Coastal LP-Gas Co., Jct. Hwy. 441 & Delray Rd., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone CRestwood 8-1226*

Delray Beach, Delray Gas & Elect. Co. Inc., W. of Delray Beach on Seaboard RR, B. Plt., 24 Hrs. P & M, Pro., *Phone CR 6-5317 or CR 6-6786*

Eagle Lake, Lee Williams Gas Co., on US Hwy. 17, B. Plt., 7:30am-7:30pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone CY 3-9359*

Fernandina Beach, Fernandina Gas Co., A1-A alternate off US 17 from Yulee, Fla., B. Plt., 7:30am-6:30pm, P & M, Pro., Butn., Min., *Phone 3661 Aft. Hrs. 3840*

Ft. Lauderdale, Imperial Natural Gas Corp., 3116 S. Andrews Ave. just off US 1, B. Plt., 8am-8pm, Clsd. Sun. & Hol., P & M, Pro., *Phone JAckson 4-4351*

Ft. Lauderdale, Superior Bottled Gas, 138 S. W. 24th, B. Plt., 8am-5pm, Pump, Pro., *Phone JAckson 2-2503*

Ft. Myers, Gordons Truck Stop, Hwy. 41 N., S.S., 24 Hrs., P & M, Pro., Lube., Maj., Min.

Ft. Myers, Greens Fuel Gas Serv., 2278 Cleveland Ave. on US 41, S.S., 7am-6pm, Clsd. Sun., Pump, B-P Mix, *Phone EDison 2-1186*

Ft. Myers, Pierson Gas Serv. Inc., 2611 Jeffcott St., US Truck Rt. 41 in town, B. Plt., 8am-5pm, 8am-12 noon Sat., P

Continued on page 92

OUT OUR WAY **By J. R. Williams**

WITH LEE SUPER DE LUXE HIGHWAY NYLON TIRES

costs go down as mileage goes up

You can have your truck tire economy as simple as 1-2-3 with Lee Super DeLuxe Highway Nylons. These outstanding tires give you 1) long original mileage; 2) extra recaps; and 3) lowest possible cost per mile. The three big advantages that add up to sure savings.

Not just *nylon*, but Lee Super-Tensile Nylon, goes into the construction of these tires. This tough cord provides the ultimate protection against the impact bruises, blowouts and moisture damage that take their toll of tires built with ordinary cord. And, during the Lee Super-Tensile manufacturing process, the cord is also treated with Double-Dip Flexlok, the super-adhesive that reduces the effects of heat and flexing and makes cord separation from the bond virtually impossible.

You get additional assurance of extra mileage with the wide, flat tread—made of the best type of smoked sheet natural rubber. Other Lee improvements in the tread design result in better traction and cooler running.

Equip your units with Lee Super DeLuxe Highway Nylons—tubed or tubeless—for more mileage and more recaps!

The Lee Super DeLuxe Highway. Whatever your truck tire needs, there's a Lee that's *right* for the job.

Lee Rubber & Tire Corporation
Conshohocken, Pa.

Please send me your free catalog showing Lee of Conshohocken's entire line of truck tires.

Name _____
Company _____
Address _____
City _____ Zone _____ State _____

LEE RUBBER & TIRE CORPORATION LEE TIRES **CONSHOHOCKEN, PA.**

PIPELINE ON WHEELS—E. Brooke Matlack ranks as one of the nation's top haulers of liquid products . . . has been handling hazardous loads with utmost safety for almost 30 years. Safety and dependability are trademarks of Matlack's 27-state operation . . . and so is the Mack Bulldog that heads up virtually every one of Matlack's 850 tractor-trailer units.

Could any other make of truck

1956: E. Brooke Matlack adds 50 Mack Diesels

1958: Units average 200,000 miles each with no engine overhauls

Here's the record of 50 Mack B-61 Diesel tractors that E. Brooke Matlack, Inc. added to their fleet in 1956 . . . and that paved the way for 58 more Mack Diesel units in 1957.

- **Units average 200,000 road miles—some over 300,000**
- **No overhauls on any engine**
- **No engine failures to date (despite an average of over two pumping hours per day on most units)**
- **Average fuel consumption: 7½ miles per gallon —*constant***
- **All units in "like-new" condition**

On the facing page you'll read how the people at Matlack feel about the economy, dependability and long mileage life of Macks. But for the best slant on Macks you can possibly get—invite your Mack representative to show you the Mack for you. And call in your best driver and ace mechanic. Mack Trucks, Inc., Plainfield, New Jersey. In Canada: Mack Trucks of Canada, Ltd.

MACK
first name for
TRUCKS 6167

"Long-term economy," say the Matlack Co. "Dependable truck equipment is absolutely essential for our type of hauling. During the many years that we have used Macks, they have measured up to our strictest standards in every way—in dependability, in freedom from shop time, and in long-term economy."

"Macks maintain their quality," says Shop Superintendent Louis Knollinger. "We maintain one of the finest preventive maintenance operations anywhere. We keep our Macks up to new quality, in fact, in fuel economy, power and efficiency. That's a pretty big order, but frankly it would be a lot tougher with any other make of truck besides Mack."

run up this record?

"Maintain high average speeds," says Earl Heffner, a 13-year Matlack driver. "Sure, it's a great truck all around, but my favorite feature is the 15-speed Mack Triplex transmission. We vary between 60,000 lbs. GCW in Pennsylvania to over 100,000 in Michigan and they're right for any load. Those five extra gear splits, plus Mack power, give us the advantage on hills and let us maintain higher average speeds between terminals."

LPG Outlets . . .

Continued from page 88

& M, Pro., *Phone EDison 5-5111*

Ft. Pierce, Kickiter Gas Serv. Inc., 3700 Okeechabee Rd. W. from Ft. Pierce, B. Plt., 7:30am-5:30pm, Clsd. Sun., P & M, B-P Mix, *Phone 4090*

Ft. Pierce, Wessel's Truck Stop, 2 Mi. N. of Ft. Pierce on US 1, S.S., 6am-12m, P & M, B-P Mix, Lube., Min.

Gainesville, Fuilgas Inc., 1 Mi. S. of Gainesville on Archer Rd. Hwy. 27, B. Plt., 8am-5:30pm, P & M, B-P Mix, Min., *Phone FR 6-5393*

Hialiah, Dade Gas Corp., 2765 E. 11th Ave., B. Plt., 8am-6pm, P & M, Pro., Phone TU 8-1533

High Springs, Isbell-Wright Gas, B. Plt., 7am-6pm, P & M, Pro., *Phone GR 9-5541, Aft. Hrs. GR 9-5291*

Holly Hill, Fla. Bottle Gas Co., 632 N. Ridgewood Ave. US 1, B. Plt., 8am-5pm, 8am-12noon Sat. Clsd. Sun., P & M, Pro., *Phone CLinton 2-6661*

Homestead, Homestead Gas Co., 840 N. Federal Hwy., B. Plt., 8am-5pm, P & M, Pro., Min., *Phone Aft. Hrs. CL 7-7522*

Homestead, Miami Bottled Gas Inc., Krome & Flagler Ave. just off US 1, B. Plt., 8am-8pm, Clsd. Sun. & Hol., P & M, Pro., *Phone CIrcle 7-3136*

Jacksonville, Duval Propane Gas Co., 5923 S. "L" Dr., ¼ Mi. W. off N. US 1, B. Plt., 8am-6pm, Pump, Pro., *Phone PO 5-3838*

Jacksonville, Fallin Bottle Gas Co. 3210 W. Beaver St., B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone EU 8-8522*

Jacksonville, F. G. Bedell Co., Louisa St. at Kings Ave. S. side US 1 just over Main St. bridge, S.S., 8am-5pm (Summer 8am-12 noon Sat. till Labor Day), Pump, Pro., Butn., Min., *Phone FL 9-0517*

Jacksonville, Good Housekeeping Gas Co., 2009 E. Bay, St., B. Plt., 7am-9pm, P & M, Pro., B-P Mix, *Phone POplar 4-0504 or ELgin 4-7518*

Jacksonville, Western Natural Gas Co., 2960 Strickland St., B. Plt., 7:30am-6pm, P & M, Pro., Butn., *Phone EV 7-3511*

Jacksonville, Suburban Shorgas Co., S. Hwy. 5, B. Plt., 8am-4:30pm, Pump, Pro., *Phone RAymond 4-0131*

Kissimee, Parks Furn. Co., ½ Mi. W. of city, B. Plt., 7:30am-5pm, Pro., B-P Mix, *Phone TI 6-2171 or TI 6-7141*

Lakeland, Green's Fuel of Fla. Corp., on US Hwy. 92, 902 S. Fla. Ave., S.S., 8am-5pm, 8am-12 noon Sat. Clsd. Sun., Pump, Pro., B-P Mix, Min., *Phone Mutual 5-1451*

Lakeland, Suburban Fla. Bottled Gas Co., 1030 Omohundro Ave., B. Plt., 8am-4:30pm, Pump, Pro., *Phone MUtual 5-2141*

Lake Wales, Cutchen 27 Tire Serv., US Hwy. 27, 11 Mi. S. of Lake Wales, S.S., 24 Hrs., P & M, B-P Mix, Lube., Min., Maj., *Phone FRostproof Fla. 4851*

Lake Wales, Green's Fuel of Fla. Corp., 520 N. Scenic Hwy. US 17, B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun. & Hol., P & M, B-P Mix, *Phone 2-2352*

Leesburg, Allstates Truck Center, 4 Mi. N. of Leesburg on US Hwy. 441 & 27, S.S., 24 Hrs., P & M, Pro., Lube., Min., *Phone STate 7-9695 or 9130*

Leesburg, Suburban Fla. Bottled Gas Co., Griffin Rd., B. Plt., 8am-4:30pm, Pump, Pro., *Phone 1249*

Live Oak, Live Oak Gas Co., US Hwy. 90 W. of town, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, B-P Mix, Pro., *Phone 24 or 115*

Maitland, Suburban Propane Metergas Co., Orlando & Sanford Hwys. (US 17 & 92), B. Plt., 8am-4:30pm, Pump, Pro., *Phone ORland 4-1715*

Marianna, Sur Gas Inc., Hwy. 90 W. end of Marianna, 904 W. LaFayette St., B. Plt., 7am-6pm, Pump, Pro., *Phone HU 2-3031 Aft. Hrs. HU 2-3590*

Melbourne, DeKalb Natural Gas Inc., S. US 1 (Dixie Hwy.), B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., Lube., *Phone 1166*

Miami, Clement Gas & Appl, 9900 W. 7th Ave., 8am-5pm, Clsd. Sun. & Hol., P & M, B-P Mix, *Phone PL 4-2558*

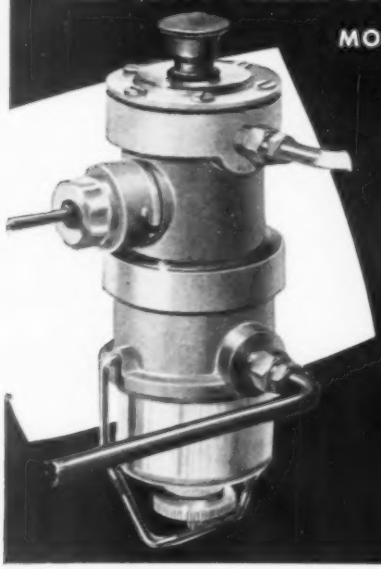
Miami, Dri-Gas Co. Inc., 1180 N. W. 73rd St., B. Plt., 8am-5pm, Clsd Sun. & Hol., Pump, Pro., *Phone PL 1-7079*

Continued on page 96

ALL-NEW FROM STEWART-WARNER...

MODEL 240-A

electric fuel pump



- **for cars, trucks and all gasoline engines**
- **Models with single or dual pumps**

FOR INSTANT STARTS . . . AND CONSTANT, POSITIVE FUEL FLOW BOTH WINTER AND SUMMER!

Highest delivery rate! Up to 60 gallons per hour, with oversize piston, coil and power spring.

Adjustable pressure! Pump can be easily adjusted from 1 PSI up to 7½ PSI to give exact shut-off pressure required by any carburetor.

Built-in automatic pressure regulator! Prevents flooding and starving. Maintains desired pressure at carburetor . . . gives smooth, steady fuel supply . . . eliminates surging.

Built-in fuel filter! Extra-large reservoir and oversize filter element.

Easy wiring and installation! Battery can be either positive or negative ground.

Serviceable in field! Routine maintenance—even complete overhaul—can be done by your own service personnel.

Minimum inventory! Just two models—6-volt and 12-volt.

See your wholesale supplier for details!

Symbol of SW Excellence

INSTRUMENT DIVISION
STEWART-WARNER CORPORATION

1840 Diversey Parkway
Chicago 14, Illinois

first with the Million Mile All-Weather COIL
...first, again, with the All-Brass All-Weather SOLENOID

Again, Filko scores another first with a perfect start and go team for all-weather, heavy duty service! The new Filko Solenoid Switch is the first all-brass unit ever developed. Like the Million Mile Guaranteed All-Weather Coil, it typifies Filko's leadership, not only in ignition for the passenger car field, but also in the engineering of ignition for fleets, tractors, salt water marine and all other heavy duty applications.

Filko *Crown Jewels of Ignition*

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Send for latest, complete Filko Ignition Catalog

G-291

Weather resistance... another reason

Blazing carbon arc and water spray help Du Pont paint chemists achieve the super-stamina of "Dulux" Enamel. Ultraviolet radiation and humidity in this "Accelerated Weatherometer" have a combined weathering effect far worse than anything encountered by fleets anywhere in the world.

why Du Pont DULUX® Enamel is the choice of leading fleet operators

How can you keep a fleet bright and attractive when it's continually exposed to harsh sunlight, rain and dew—the worst enemies of paint?

"Choose a finish with built-in weather resistance," say leading fleet operators. And to qualify Du Pont "Dulux" Enamel as the *standard* of durability, punishing tests are made 365 days a year.

For instance, your fleet could cross the Arizona desert without ever encountering the destructive light that bombards "Dulux" in the Du Pont Weatherometer at left.

OTHER EXACTING TESTS insure "Dulux" durability in all forms of moisture—fog, dew, rain and ice, and salt air. All the hard knocks and vibration of transcontinental service are simulated in tests that maintain the great flexibility of special "Dulux" resins to guard against cracking and chipping.

TRUE ECONOMY. When you put Du Pont "Dulux" on your fleet, you take advantage of the continuing experience of the world's greatest paint laboratory. That's why your paint shop will find "Dulux" easy-working, reliable, economical. Why "Dulux" stays *out* of the paint shop longer. Why it snaps back bright and beautiful at every washdown.

Your company colors can do a great selling job for you on the road. Choose the finish that's tested to show them at their best—Du Pont "Dulux" Enamel.

IT PAYS TO USE THE COMPLETE "DULUX" SYSTEM

NEW PREP-SOL + NEW PREPAR AKOTE + DULUX REDUCER + DULUX COLOR

Du Pont "Dulux" Enamel

REG. U. S. PAT. OFF.

DU PONT

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BETTER THINGS FOR BETTER LIVING . . . *THROUGH CHEMISTRY*

CONTINENTAL TRAILWAYS BUSES stay "Dulux"-bright in punishing southern sun. Continental Southern Lines is proud of the way "Dulux" keeps appearances up, costs down.

OHIO OIL COMPANY gets free point-of-sale advertising as "Dulux" Enamel on trucks flashes a sparkling sales message along streets and highways.

PABST BREWING COMPANY finds "Dulux" Enamel reflects "Blue Ribbon" quality . . . gives a beautiful gloss that keeps trucks smart-looking under all weather and road conditions.

LPG Outlets . . .

Continued from page 92

or PL 4-4542

Miami, Miami Bottle Gas, Inc., 800 N. W. 73rd St., B. Plt., 24 Hrs., Clsd. Sun. & Hol., P & M, Pro., *Phone PL 4-0671*

Miami, Public Gas Co., 7200 N. W. 7th Ave., B. Plt., 8am-5pm, Pump, Pro., *Phone PLaza 7-2431*

Mulberry, Z Anderson Bottle Gas Co., 2 Mi. E. on Hwy. 60 towards Bartow, B. Plt., 7:30am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 4172 or 4016*

North Ft. Myers, Gordon's Truck Stop, US 41 in N. Ft. Myers, B. Plt., S.S., 24 Hrs., P & M, Pro., Lube., Min., Maj., *Phone EDison 5-5111*

Oak Hill, Bailey's Truck Stop, US Hwy. 1, 1 Mi. N. of Oak Hill, S.S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone FInley 5-2351*

Ocala, Ocala Gas Co., on Henry St. 1 block E. of Magnolia St. N. side of town, B. Plt., 7:30am-4pm, 7:30am-12 noon Sat., Clsd. Sun., Pump, Pro., *Phone MA 2-6155 or MA 2-3661*

Ocala, Wilkes Truck Terminal, on Hwys. 301 & 441 cut-off, S.S., 24 Hrs., P & M, B-P Mix, Lube., Min., *Phone MA 2-4037 or MA 9-9123*

Ocala, Yongue Butane Sales, 3/10 Mi. W. of Anthony High School, 7 Mi. N. of Ocala on 301, B. Plt., 24 Hrs., P & M, B-P Mix, *Phone MA 2-3552*

Orlando, Mid-Fla. Gas, Hwy. 441 N. of town, B. Plt., 8am-5pm, 8am-12 noon Sat., P & M, Pro., B-P Mix, *Phone GA 3-0525*

Orlando, The Protane Corp., on old Apopka Hwy. & Crossing of Ri-Mar Drive-In Theatre Rd., B. Plt., 8am-5pm, Clsd. Sat. Sun. & Hol., P & M, Pro., B-P Mix, *Phone GA 2-0714*

Palatka, Putnam Gas & Fuel Co., 513 Main St., B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., Butn., B-P Mix, *Phone EA 5-3961*

Palatka, Suburban Gas Co. of Palatka, 2415 Crill Ave., city limits & S. Hwy. 20, B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., *Phone EAst 5-2915*

Palmetto, Jack's Propane Gas Service, 3 Mi. N. of Palmetto on Hwy. 41, B. Plt., 7am-6pm, Pump, Pro., *Phone 2-6462 or 4-8083*

Panama City, Bay Gas & Appl. Co., 2712 W. 15th St., B. Plt., 8am-5pm, P & M, Pro., *Phone PO 3-3633*

Panama City, Coastal Inc., 103 W. 15th St., B. Plt., 8am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., *Phone POplar 3-3931*

Panama City, W. Fla. Gas & Fuel, Hwy. 98, 1 Mi. E. of town, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., B-P Mix, *Phone SUnset 5-4691*

Pensacola, Hydro Gas Co., of W. Fla., 3410 W. Mobile Hwy., S.S., 7:30am-5:30pm, Clsd. Sun., P & M, B-P, Mix., Min., *Phone HE 8-4493*

Perrine, Miami Bottled Gas Inc., center of Perrine on US 1, B. Plt., 8am-5pm, Clsd. Sun. & Hol., P & M, Pro., *Phone CEdar 5-4717*

Plant City, Green's Fuel of Fla. Corp., 1205 E. Reynolds St., B. Plt., 8am-5pm, 8am-12:30 noon Sat. Clsd. Sun., Pump, B-P Mix, *Phone 2-3281*

Port St. Joe, W. Fla. Gas & Fuel, B. Plt., 8am-5pm, Clsd. Sat. & Sun., Pump, Pro., B-P Mix.

Quincy, Hydro Gas Co., 11 N. Madison, B. Plt., 8am-6pm, P & M, Pro., *Phone MA 7-6275*

Riviera Beach, Morrison Gas Service Inc., 1000 Broadway, US 1, S.S., 8am-5pm, P & M, Pro., Phone VI 4-0852

St. Augustine, Suburban Gas Co., N. San Marco Ave., B. Plt., 8am-5pm, 8am-12 noon Sat., P & M, Pro., B-P Mix, *Phone VA 9-5623*

St. Petersburg, Gulf Fuel & Distr. Co., 6700 Haines Rd., B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun., P & M, Pro., Min., *Phone HE 6-8800*

St. Petersburg, Protane Corp., 9000 66th St. N. of US Hwy. 19, B. Plt. 8am-6pm, P & M, Pro., Butn., Min., *Phone 7-8135*

St. Petersburg, The Protane Corp., 9000 Haines Rd. N. Alt. US 19 Pinellas Pk., B. Plt., 8am-5pm, P & M, Pro., Min., *Phone HE 5-9967*

Sanford, Vodopick Sales & Serv., 202 Sanford Ave., B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., *Phone FAirfax 2-2829*

Sarasota, Detwiler's Propane Gas Serv. Inc., 7 Mi. N. of Sarasota on Hwy. 301, B. Plt., 8am-7pm, P & M, Pro., *Phone BRadenton 5-7872*

Continued on page 100

TUBELESS TIRES ARE EASIER TO SERVICE

with the Right Equipment!

BISHMAN Truck Tubeless Tire Equipment takes all of the heavy, hard, slow work out of servicing truck tubeless tires. SAVE Time, Tires and Tempers with BISHMAN Equipment.

ELECTRIC POWER mounts and demounts 17.5 through 24.5 Tires.

Air chuck centers and clamps rim. Power driven tool removes or mounts tire in less than two minutes. NO LIFTING, FAST-SAFE

Hand operated available

#932 Electric Changer

SIMPLE, POSITIVE Bead Breaker for 17.5 through 24.5 Tubeless Truck Tires.

Pull up—locks on rim. Push down—breaks bead.
No pounding
No perspiration
No profanity.

BISHMAN #937 Bead Breaker

ONE MAN BEAD EXPANDER for Tubeless Truck Tires 8.20-15 through 12-24.5

Instantly adjustable to all sizes. Powerful full circle compression. Easy to use in any position. SAFE.

BISHMAN #936 Bead Expander

Heavy rubber, nylon reinforced with aircraft safety buckle. Nothing can break and fly. Operates on regular air supply.

TIP-IN TESTER Takes Toil Out Of Testing Tubeless Tires.

TIP-IN TESTER Makes Testing Heaviest Tire an Easy One-Man Job.
All lifting eliminated.
Just roll tire to tester, handling device tips tire into tank, rotates it to test and tips it out.

BISHMAN #934 Tip-In Tester

Modern BISHMAN Equipment is sold only through leading Automotive Equipment Jobbers. Ask your jobber about BISHMAN Truck Tire Equipment.

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For Positive Full-Power Traction Specify Spicer Four-Wheel Drives

Spicer Four-Wheel Drives *dig in* on any terrain . . . to give you pulling power and traction for topping the steepest hills. It's all due to Spicer's power-matched design. And what a difference!

Only Spicer can offer you the advantages of power-matched design because only Spicer designs and manufactures complete four-wheel drive assemblies for light and medium duty trucks. With the Spicer trademark on both the front and rear driving axles, on the transfer case, on the drive shafts and universal joints . . . you're sure that every component is mated for maximum power and efficiency.

As a result, you gain greater pulling power, better traction, and a lifetime of trouble-free performance. Make sure your next four-wheel drive is power-matched. To be positive . . . look for the Spicer trademark on every single component.

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DANA PRODUCTS Serve Many Fields:

AUTOMOTIVE: Transmissions, Universal Joints, Propeller Shafts, Axles, Powr-Lok Differentials, Torque Converters, Gear Boxes, Power Take-Offs, Power Take-Off Joints, Clutches, Frames, Forgings, Stampings.

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AVIATION: Universal Joints, Propeller Shafts, Axles, Gears, Forgings, Stampings.

RAILROAD: Transmissions, Universal Joints, Propeller Shafts, Generator Drives, Rail Car Drives, Pressed Steel Parts, Traction Motor Drives, Forgings, Stampings.

AGRICULTURE: Universal Joints, Propeller Shafts, Axles, Power Take-Offs, Power Take-Off Joints, Clutches, Forgings, Stampings.

MARINE: Universal Joints, Propeller Shafts, Gear Boxes, Forgings, Stampings.

Many of these products manufactured in Canada by Hayes Steel Products Limited, Merritton, Ontario.

MULTI-MILLION MILERS

RYDER SYSTEM, with over 10,000 trucks in its Common Carrier and Truck Rental Divisions, has long been friends with Auto-Lite Electrical Products. Mr. James A. Ryder, President, says, "We've learned from experience that we can always count on Auto-Lite quality and dependability to help increase operating efficiency and reduce maintenance. In our common carrier operations, Auto-Lite Electrical Products consistently meet the most rigid service requirements . . . and in our truck rental fleets the use of Auto-Lite has contributed to greater customer satisfaction."

FOR LESS DOWN-TIME, LOWER MAINTENANCE COSTS, INSTALL . . .

AUTO-LITE®

SPARK PLUGS
BATTERIES
WIRE AND CABLE
ORIGINAL SERVICE PARTS

Auto-Lite manufactures over 400 products, including a complete line of Spark Plugs, Batteries, Wire and Cable, and Automotive Electrical Systems . . . sold throughout the United States and Canada.

prove that it pays to Standardize on Auto-Lite!

Auto-Lite Spark Plugs, Batteries, Service Parts, and Wire and Cable give top engine performance in large fleet operations

AUTO-LITE SPARK PLUGS, original equipment on many leading makes of cars, trucks, and tractors, are ignition-engineered to give top performance. The complete line includes Auto-Lite Transport Spark Plugs with heavier insulator and over-sized electrodes for extra heavy service . . . and Auto-Lite Resistor Spark Plugs with Power Tip that "fire up" overhead-valve passenger car engines at all speeds.

AUTO-LITE STA-FUL BATTERIES are proved by a two-million-mile test to be the finest batteries money can buy. The Sta-ful *extra liquid reserve* offers additional protection for rugged fleet operations. Available dry-charged or wet, Auto-Lite Sta-ful *needs water only* $\frac{1}{3}$ *as often*. Heavy case construction and advanced engineering assure long life in the most severe service. Available in 6 or 12 volts.

AUTO-LITE ORIGINAL SERVICE PARTS give safe, dependable performance in the circuits designed for Auto-Lite equipment. Matching Auto-Lite coils, distributors, voltage regulators, condensers, and contact points assure full, *balanced* power.

AUTO-LITE WIRE AND CABLE is available for all cars and trucks. Neosheath Spark Plug Wire has neoprene insulation that resists heat, oil, ozone, and rough service. Plastic and Flextrand Primary Wire and Power Line Cables are available for every need.

Send now for full information on the new AUTO-LITE NATIONAL FLEET ACCOUNTS PROGRAM that can mean substantial savings for you in electrical maintenance costs.

Manager, Fleet Sales FO
THE ELECTRIC AUTO-LITE COMPANY
Toledo 1, Ohio

Please send full information about the new Auto-Lite National Fleet Accounts Program.

NAME _____

COMPANY _____

POSITION _____

ADDRESS _____

CITY & STATE _____

LPG Outlets . . .

Continued from page 96

Tallahassee, Hydro Gas Co., Hwy. 90, 1¼ Mi. W. of city, S.S., 24 Hrs., P & M, Pro., B-P Mix, Lube., Fin., Maj., *Phone 2-1318*

Tallahassee, N. Fla. Gas Corp., S. of Tallahassee, Intersection of Hwys. 369 & 319, B. Plt., 24 Hrs., P & M, Pro., B-P Mix, *Phone 2-2115, Nite & Hol. 2-2577 or 2-3547*

Tallahassee, Wright Motor Co., 1¾ Mi. W. on US 90, S.S., 8am-6pm, P & M, Pro., Lube., Min., Maj., *Phone 2-3780, Aft. Hrs. 2-1318*

Tampa, Blu-Flame Bottled Gas, 580 E. Broadway, S.S., 8am-6pm, P & M, Pro., *Phone 4-1505, Aft. Hrs. 43-6172*

Tampa, Gulf Fuel & Distr. Co., 1320 State Rd., B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun., P & M, Pro., Min., *Phone 4-1320*

Tampa, Hillsboro Bottled Gas, 5507 E. Broadway, B. Plt., 8:30am-6pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 4-3786*

Tampa, Southeastern Natural Gas Corp., 2410—36th St., B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun. & Hol., Pump, Pro., *Phone 44-5301*

Tampa, Suburban Fla. Bottled Gas Co., 3908 E. Hillsboro Ave., B. Plt., 8am-4:30pm, Pump, Pro., *Phone 3-6546*

Vero Beach, Greene's Gas & Appl., US Hwy. 1, 2½ Mi. S., B. Plt., S.S., 8am-6pm, Clsd. Sun., P & M, Pro, B-P Mix, *Phone 2204*

West Palm Beach, Meter Tane Gas Corp., Military Trail & Belvedere Rd., B. Plt., S.S., 8am-5:00pm, Pump, Pro., Lube., Min., *Phone TEmple 2-0514*

Wildwood, Fussell Gas & Electric, B. Plt., 8 am-6pm, P & M, Pro., B-P Mix, Min., *Phone SH 8-4372*

Winter Haven, Pounds Agriculture Gas Inc., corner 3rd St. & Ave. "D" S.W., US Hwy. 17 in city, S.S., 7:30am-5:30 pm, 7:30am-12 noon Sat., Clsd. Sun. & Hol., P & M, B-P Mix, *Phone Cypress 3-3159*

Yulee, Good Housekeeping Gas Co., 1 block from Hwy. 17, B. Plt., 7am-9pm, P & M, Pro., B-P Mix, *Phone 5113*

Georgia

Adel, General Gas Corp., 113 N. Burwell Ave., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 4971*

Alapaha, Toby's Truck Stop, US 84, US 341, S.S., 24-Hr., P & M, Pro., Lube., Min., Maj.

Albany, B & M Truck Stop, US 19 N. 1 mi. N. of city limits, S.S., 24-Hr., P & M, Pro., B-P Mix., Lube., Min., *Phone HEmlock 2-7212*

Albany, General Gas Corp., 121 S. Washington St., B. Plt., 7am-6pm, P & M, Pro., *Phone HEmlock 5-8308*

Albany, Ray Randalls Service Station, Moultrie Rd., 4 mi. S. E. of Albany on Hwy. 133, S.S., 24 Hrs., P & M, Pro, Min., *Phone HE 5-5959*

Alma, Bacon Gas Co., Inc., Main St., B. Plt., 8am-5pm, P & M, Pro., Butn., *Phone 2721, Aft. Hrs. 4582*

Alma, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2841*

Americus, General Gas Corp., 304 W. Lamar St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5601*

Athens, General Gas Corp., 494 Baxter St., B. Plt., 8am-5pm, Pump, Pro., *Phone LI 6-6588*

Atlanta, Blue Bird Truck Stop, Corner Pryor & Memorial, Intersection Hwy. 57 & 154, S.S., 24 Hrs., P & M, Pro., Lube., Min.

Atlanta, Commercial Tire Co., 290 University Ave. S.W., S.S., 24-Hr., P & M, Butn., *Phone JAckson 5-9332*

Atlanta, General Gas Corp., University Ave., 6am-6pm, P & M, Pro., *Phone MA 7-4606*

Atlanta, Georgia Gas Distributors, Inc., 200 Ottley Drive, N. E., Hwy. 23, S.S., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone TR 5-8171*

Atlanta, LP Gas Distributors, 1210 Allene Ave. S.W., S.S., 8am-5pm, Clsd. Sun., P & M, Pro., Maj., *Phone PL 5-4597*

Augusta, General Gas Corp, 2605 Deans Bridge Rd., B. Plt., 8am-6pm, P & M, Pro., *Phone 6-8408, Aft. Hrs. 6-3256*

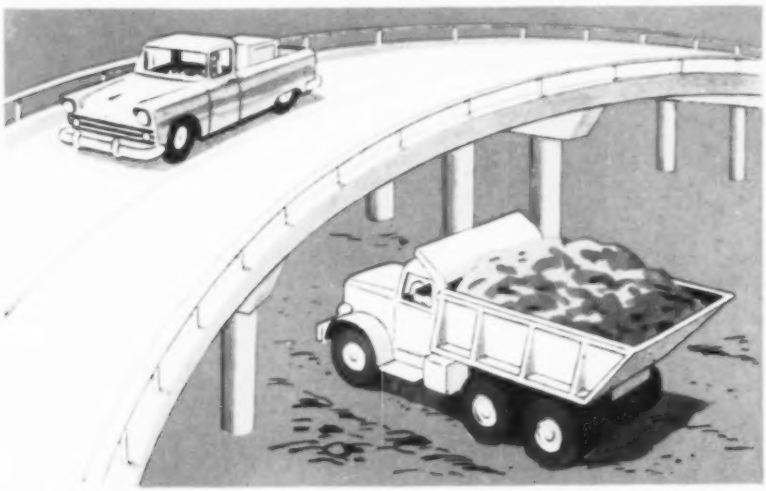
Augusta, General Gas Corp., 2146 Milledgeville Rd., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2-0979*

Augusta, Georgia Propane Gas & Appliance Co., S. Hwy. 104, 6 Mi. N. from Augusta, B. Plt., 8am-6pm, Clsd. Sun.,

Continued on page 106

There's a Kendall Lubricant for

EVERY FLEET REQUIREMENT



SIMPLIFY LUBRICATION

with Multi-Purpose Kenlube B-521 Grease

Kenlube B-521 reduces wear and lubrication time. Saves you money on lubricant inventory. Recommended for chassis, wheel bearing, ball and universal joint, fifth wheel and water pump lubrication.

Kenlube B-521 won't run or throw out. Absorbs water without losing adhesive properties. Highly resistant to oxidation. High melting point. Offers unusual shockproof characteristics.

Use B-521 . . . a proven, superior grease with many fleet applications.

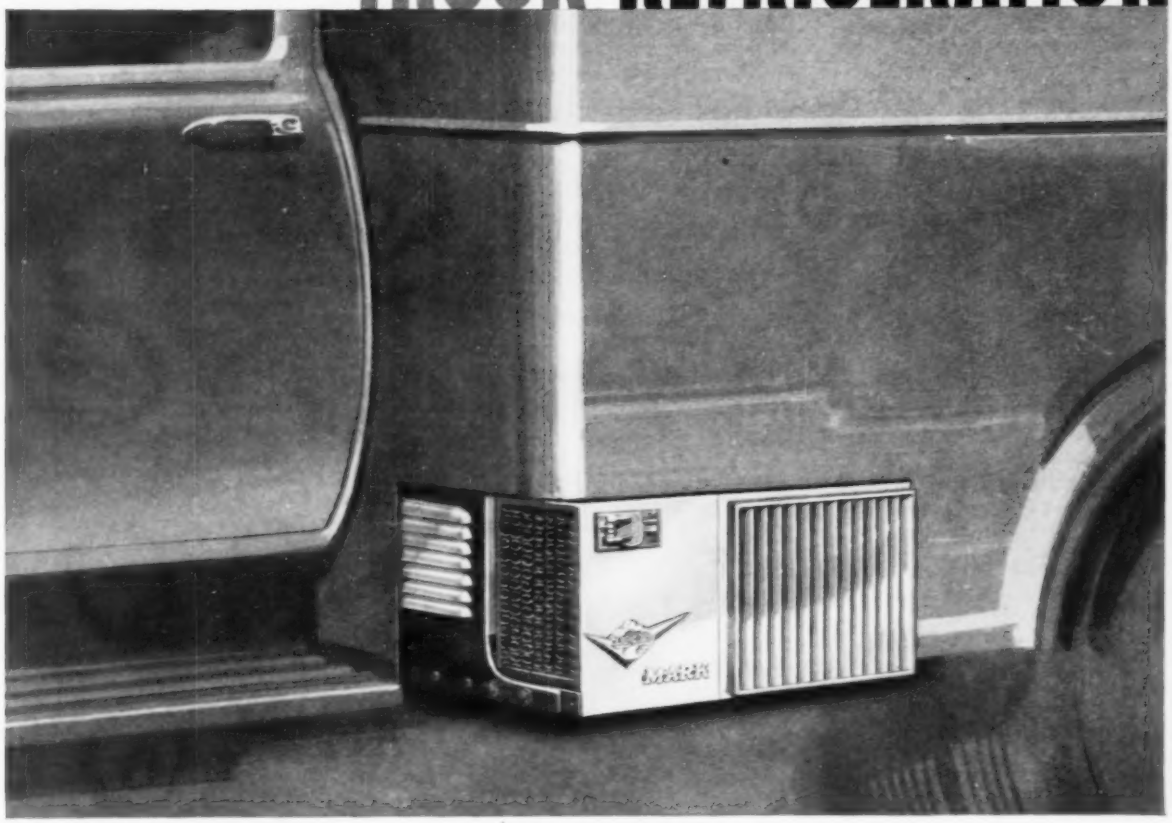
KENDALL REFINING COMPANY

Bradford, Penna.

Lubrication Specialists since 1887

KENDALL SUPERB MOTOR OIL
KENDALL
The 2000 MILE OIL

KOLD-HOLD® TRUCK REFRIGERATION



mobile systems tailored to your needs

Getting the right equipment for your temperature and delivery requirements will pay off for you in better performance at lowest possible costs.

The complete KOLD-HOLD line of MARK, CROWN and LANCE continuous refrigeration systems, plus KOLD-HOLD blowers, Hold-Over and Serpentine plates, gives you the hi-side, lo-side combination that most exactly fits your needs.

Add to this the bonus of service you get as a result of over twenty-five years of experience in the design and manufacture of truck refrigeration equipment and you have the best buy in truck refrigeration today.

KOLD-HOLD®
DIVISION
Tranter Manufacturing, inc.
231 E. Hazel St., Lansing 9, Michigan

ask the **KOLD-HOLD** man in your area for help with your truck refrigeration problems

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R. S. Warner
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NEW **BINKLEY** LANDING GEAR
CUTS DRIVER FATIGUE

Ordinary landing gear with conventional acme screw and nut.

Binkley model 37,000 single speed with ball bearing screw and nut.

Improved design requires 75% less expended energy!

Pave the way to bigger profits by saving your drivers' time and effort. Specify the new Binkley model 37,000 single speed landing gear for all your new trailers. You'll reduce driver fatigue and increase productivity immeasurably.

FOUR TIMES MORE EFFICIENT

The new Binkley gear is 4 times more efficient per inch of travel than conventional assemblies. It was developed through application of the Saginaw ball bearing screw and nut. Requires only 5 turns per inch to lift weights that would ordinarily require 19 or 20.

NEW LOCK TESTED TO 50,000 LBS.

Other new features of the model 37,000 include a positive up and down lock with a 50,000-lb. columnar load capacity. It is automatically actuated in any position.

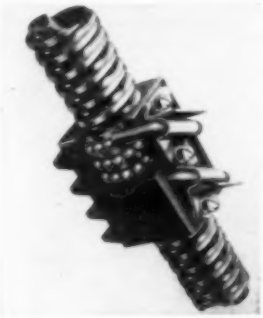
RECTANGULAR TUBE CAN'T ROTATE

This is the only landing gear with a rectangular tube. It can't rotate, so there is no need for a lower cross axle.

NEW WHEEL—LIGHTER, STRONGER

Even the wheels are improved . . . now stronger and lighter in weight. The entire assembly weighs just 212 lbs.

Be sure your trailer manufacturer has the work-saving new Binkley landing gear in time for your next order. For descriptive literature and prices contact Binkley Manufacturing Company, Warrenton, Missouri.



The Saginaw mechanism is designed to form a closed circuit through which rolling balls circulate continually as a medium of engagement between the screw and nut. Actually converts rotary motion to linear motion with 90% minimum efficiency.

Binkley MANUFACTURING CO.
Warrenton, Missouri
DEPT. E

Eastern Distributor
Thomas Body Parts Co.
516 Wood Street
Reading, Pennsylvania
Phone: Franklin 6-4088

West Coast Distributor
Hooper Body & Equipment
2800 Hooper Avenue
Los Angeles, California
Phone: Adams 3-8125

From Memphis to Dallas...or anywhere else... it's Diamond T Diesel 923!

The C. J. Simpson Trucking Company of Dallas hauls pipe through 14 oil producing states out of their West Memphis, Arkansas terminal. "Charlie" Simpson says, "My Diamond T's have always given me outstanding service. Their fuel mileage is excellent and my best drivers tell me they would rather drive Diamond T's than any other truck. As far as I'm concerned, Diamond T is *the* truck for my operation. That's why I own a fleet of them."

Why 923 can't be matched

1. Lower in price—delivers for less than any competitive diesel of comparable size, power and specifications.
2. It is Lower in fuel costs—equals any competitive diesel, saves 2c—3c a mile and more against gas powered vehicles.
3. It is Lower in maintenance cost, per mile and per year—this gets a little technical, but we will be glad to prove it, with chapter and verse.
4. It is Low in weight of standard chassis—and with lightweight options that take out as much as 700 lbs. at small extra cost.
5. It has options of front axle forward for "bridge-formula" states; front axle back for maximum payload in others.
6. It is available also as six-wheeler, with choice of Timken or Eaton tandems in several sizes and types.

Ask yourself—can it be good business to pay more and get less? See your Diamond T dealer or write Diamond T Motor Truck Company, Chicago 23, Illinois.

Condensed Specifications Diamond T 923 Series

Front Axle: Timken drop-forged I beam, rated capacity 9,000 lbs. • Engine: New Cummins NH-180 diesel, 180 h.p. @ 2100 r.p.m. • Clutch: 15" dry-plate. Transmission: Fuller 5-speed overdrive, helical gears • Rear Axle: Eaton 2-speed, providing total of 10 reductions • Frame: 10-inch side rails, of heat treated alloy steel • Tandem Axles: Optional, six models • Other Options: Axles, Aux. transmission, 10-speed transmission, light-weight aluminum elements, etc. • Chassis Weight: Standard 10,700 lbs.; Light-weight 10,000 lbs. Gross Combination Weight Rating: 60,000 lbs. (65,000 lbs. with tandem axles).

DIAMOND T TRUCKS

Established 1905

The Diamond is for Quality

Maintenance managers of many large fleets find that Blue Streak Heavy-Duty Fleet Ignition substantially reduces emergency road calls and "down time" caused by ignition failures. See your Blue Streak jobber for details, or write Standard Motor Products, Inc., Long Island City 1, N. Y.

BLUE STREAK

PIONEER IN HEAVY-DUTY IGNITION FOR FLEETS

SENSIBLE · HONEST · DEPENDABLE

VOLKSWAGEN PANEL DELIVERY FLEET

...and ECONOMICAL

Volkswagen Light Trucks have all these virtues... outstanding gas economy... air-cooled engine... no radiator problems... sturdy construction that takes the bumps of rough terrain. Volkswagen has unusual visibility and ease of driving and parking. The Volkswagen Panel Delivery gives fleet operators a whopping big 170 cu. ft. of usable storage space. But above all, remember: *a Volkswagen costs less to buy, run and maintain.* This we can prove! Sales and Service in 48 states. Look for the Authorized Volkswagen Dealer with this emblem.

VOLKSWAGEN DELIVERS THE GOODS... FOR LESS!

PANEL DELIVERY—carries 1830 lb. payload . . . loads from wide side doors as well as the rear loading door. Top and sides . . . front and rear give you a bonus in free space for distinctive advertising.

VOLKSWAGEN

LPG Outlets . . .

Continued from page 100

Pump, Pro., Min., *Phone 6-3854*

Augusta, Suburban Gas Co. of Augusta, 3447 Peach Orchard Rd., B. Plt., 24 Hrs., P & M, Pro., *Phone 6-2036 or 6-9838*

Bainbridge, Hydro Gas Service Co., US Hwy. 84—W. of Bainbridge, B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., B-P Mix, Min., *Phone 1723 or 1724*

Baxley, Service Gas Co., US Hwy 1, B. Plt., 7:30am-6pm, P & M, Pro., Butn., *Phone 2422*

Blackshear, Southern Propane Gas Inc., Gordon St., Hwy. 121, B. Plt., 7:30am-5:30pm, P & M, Pro., B-P Mix, *Phone 2881 or 5681*

Blakely, General Gas Corp., 131 N. Main St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2054*

Bremen, Butane Gas Serv., 106 Buchanan, B. Plt., 8am-6pm, P & M, Pro., Butn., B-P Mix, *Phone 2464*

Brunswick, Brunswick Gas Fuel Co., Hwy. 17, 3 Mi. S., B. Plt., 7am-9pm, P & M, Pro., B-P Mix, *Phone 2919, 239, 5, or 1005*

Brunswick, General Gas Corp., W. end of "K" St., 2100 Norwich St., B. Plt., 8:30am-5pm, 8:30am-1pm Sat., P & M, Pro., B-P Mix, *Phone 559*

Buford, H & H Fuel Co. Inc., S. Hwy. 20 just off US 23, 2 Mi. S. of Buford, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., *Phone 3117*

Cairo, Service Station, Jct. Hwy. US 84 & Ga. 93, 8am-6pm, P & M, Pro., *Phone Aft. Hrs. 2-5721 or 2-5934*

Camak, Wilhoit Gas Co. Inc., B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone HOward 5-2243*

Camilla, General Gas Corp., 1½ Mi. W. of Camilla on Newton Hwy., B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun., Pump, Pro., Butn., *Phone 5721 or 4751*

Canton, Southland Butane, Inc., Ga. Hwy. 5, ½ Mi. No. of Canton, 8am-5:30pm, 8am-12 noon Sat., Clsd. Sun. & Hol., Pump, Pro., B-P Mix, *Phone GReenwood 9-2151*

Carrollton, General Gas Corp., Fertilla St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone Terrace 2-2469*

Cartersville, Liquigas Co. Inc., 210 S. Tennessee St., 2 blks. off US 41, B. Plt., 8am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 863*

Cedartown, Salmon Butane Gas & Appl. Co., E. of Cedartown on State Hwy. 6, B. Plt., 24 Hrs., P & M, Pro., Lube., Min., *Phone 62*

Clarksville, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 3-3511*

Claxton, Central Ga. Gas Corp., B. Plt., 7:30am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 218*

Cleveland, National Utilities Inc., US 129 in W. city limits, B. Plt., 8am-6pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 128W or UN 5-3711*

Columbus, General Gas Corp., 1050 Talbotton St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 3-1821*

Columbus, Reliance Gas Corp., Brookhaven Rd. 3 Mi. off Hwy. 80 on Hwy. 103, B. Plt., 7:30am-6pm, P & M, Pro., Butn., B-P Mix, Min., *Phone Aft. Hrs. FA 7-0231*

Columbus, Sungas Service Inc., Ga. Hwy. 103 S. at city limits, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone FA 7-8892, Aft. Hrs. FA 3-9700*

Conyers, Gas Inc., Commercial St., B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., *Phone 3171*

Cordele, General Gas Corp., 108 7th St. Hwy. 41 S., B. Plt., 7:30am-5:30pm, P & M, Pro., B-P Mix, *Phone 822, Aft. Hrs. 1437*

Covington, Gas Inc., Clark St., B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., B-P Mix, Min., *Phone 2424*

Dalton, Blue Flame Pet. Inc., US Hwy. 41 S. of city limits, B. Plt., 24 Hrs., P & M, Pro., Lube., Min., *Phone 1258*

Dawson, Chambless Gas Co. Inc., Main St. Hwy. 55 & 82, B. Plt., 8am-6pm,

Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone 415 or 620, Aft. Hrs 436L*

Douglas, General Gas Corp., 423 S. Peterson Ave., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 745*

Douglas, Weeks Gas Co., in city limits, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, Min., *Phone 642 or 946*

Douglasville, One Stop Serv. Station, Hwy. 29, 25 Mi. W. of Atlanta, S.S., 24 Hrs., P & M, Pro., Lube., Min., Maj., *Phone 2815*

Dublin, General Gas Corp., 123 E. Jackson St., B. Plt., 7:30am-6pm, P & M, Pro., Butn., Min., Maj., *Phone 38 or 729*

Eastman, Eastman Gas Corp., US 280, B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone 3402*

Eatonton, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5001*

Elberton, North East Georgia Green's Fuel Gas Co., 1 Mi. W. of Elberton on Hwy. 72, B. Plt., 7am-6pm, Clsd. Sun. & Hol., P & M, Pro., Min., *Phone 97*

Fairburn, Gas Inc., Hwy. 29 N. of Town, B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., B-P Mix, Min., *Phone 2821*

Fairburn, Harper's Tanko Serv. Station, Hwy. 29 center of town, S.S., 24 Hrs., P & M, Pro.

Fayetteville, Harrell's Serv. Station, S. Hwy. 85 within city limits, S.S., 8am-8pm, Clsd. Sun. morning, P & M, Pro., Maj., *Phone 9191*

Fitzgerald, Fitzgerald Water Light & Bond Commission, 200 Hooker St., 8am-5pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phone 3184 or 2018*

Forest Park, Suburban L. P. Gas Co. Inc., 1096 Main St., S.S., 8am-5pm, P & M, Pro., *Phone POplar 1-0805*

Ft. Valley, General Gas Corp., 213 Main St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone TAylor 5-5580*

Ft. Valley, Val-Gas Co., US 341, Ga. 49, S.S., 8am-6pm, Pump, Pro., *Phone TAylor 5-5596, Aft. Hrs. TA 5-2356*

Gainesville, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone LEnnox 4-3574*

Gainesville, National Utilities Inc., US 23, 3½ Mi. S. of Gainesville, B. Plt., 8am-6pm, Clsd. Sun. & Hol., Pump, Pro., *Phone LE 4-7564*

Glennville, Edna Mae and Joes Truck Stop, on US 301 between Claxton and Glennville, S.S., 24 Hrs., P & M, Pro, Lube.

Glennville, Service Gas Co. of Glennville, Barnard St. just off Hwy. 301, B. Plt., 7am-6pm, Clsd. Sun. & Hol., P & M, Pro., Butn., *Phone OLiver 4-2200*

Griffin, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 9796*

Griffin, Oasis Truck Stop, US 41, ½ Mi. S. Milney, S.S., 24 Hrs., P & M, Pro., Min., *Phone 4387*

Griffin, Spalding Gas Co., 305 W. Sol. St., B. Plt., 8am-6pm, Pump, Pro., Min., *Phone 4387*

Griffin, Spalding Gas Co., 9 Mi. S. Griffin, S.S., 24 Hrs., P & M, Pro., Min., Maj., *Phone 4387*

Griffin, Suburban L. P. Gas Co., Hwy. 41, B. Plt., 8am-6pm, P & M, Pro., *Phone 4090*

Hawkinsville, General Gas Corp., 118 N. Jackson St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone TWilight 3-3371*

Hazlehurst, General Gas Corp., 108 S. Tallahasee St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2160*

Jackson, The State Sply. Co., Hwy. 42, 1 Mi. S., B. Plt., S.S., 7am-10pm, P & M, Pro., *Phone 4451*

Jessup, Service Gas Corp., W. Broad St., just off US 301, B. Plt., 7am-6pm, Clsd. Sun. & Hol., Pump, Pro., B-P Mix, *Phone GA 7-2075*

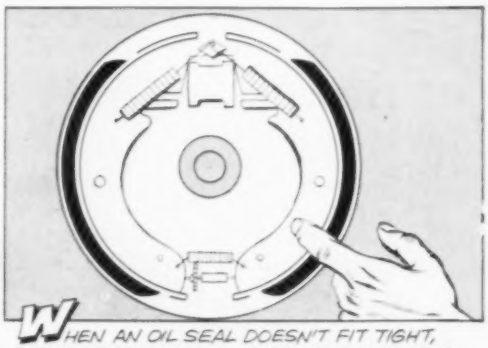
Kingsland, Camden Gas Co., inside of city limits on Hwy. 17, B. Plt., 8am-5pm, P & M, Pro., Min., *Phone 2120*

La Grange, General Gas Corp., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5131*

Lincolnton, Northeast Georgia Green's Fuel Gas Co., Peachtree St., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., Min., *Phone 3943*

Lithonia, Gas Inc., 95 Conyers St., B. Plt., 8am-6pm, P & M, Pro., Min., *Phone 5151*

Continued on page 110



WHEN AN OIL SEAL DOESN'T FIT TIGHT, GREASE SEEPS OUT ONTO BRAKE LINING AND RUINS IT. ONE BRAKE SLIPS, THE OTHER HOLDS—THROWS CAR OFF COURSE ON QUICK STOPS. SOMETIMES A WHEEL CAN EVEN "FREEZE"

FREE FOLDER

Tells all about special fleet and service shop stocking cabinets and the BIG BONUS oil seal kit.

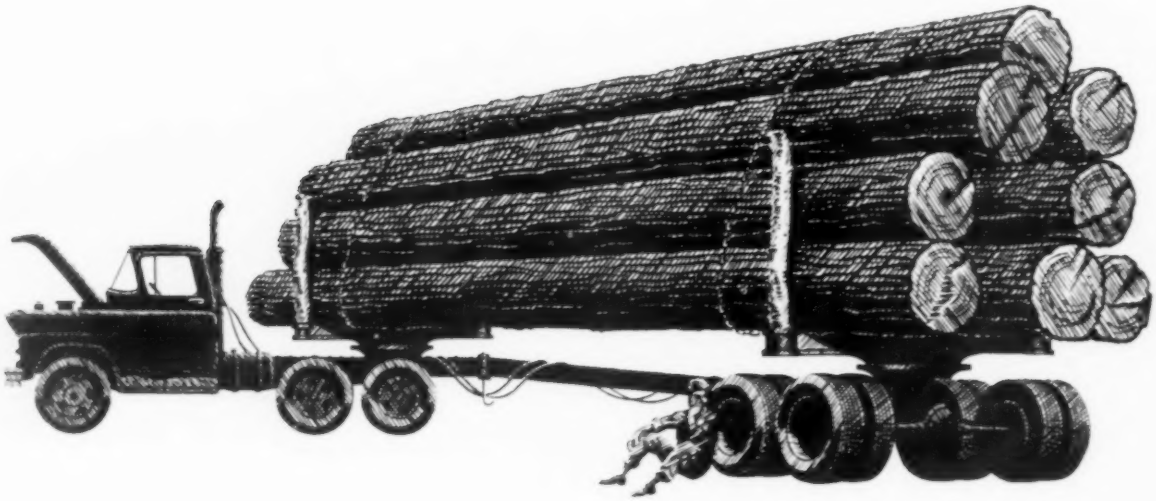
WRITE FOR YOUR COPY TODAY!

Remember—
ALWAYS REPLACE NEVER RE-USE!

C/R

CHICAGO RAWHIDE
SERVICE SALES DIVISION
ELGIN, ILLINOIS

Timber! Watch out for falling profits!



Whatever you haul, a dead battery can cause profits to tumble. Protect yourself with a Delco Extra Duty. Get lowest battery cost per mile of operation!

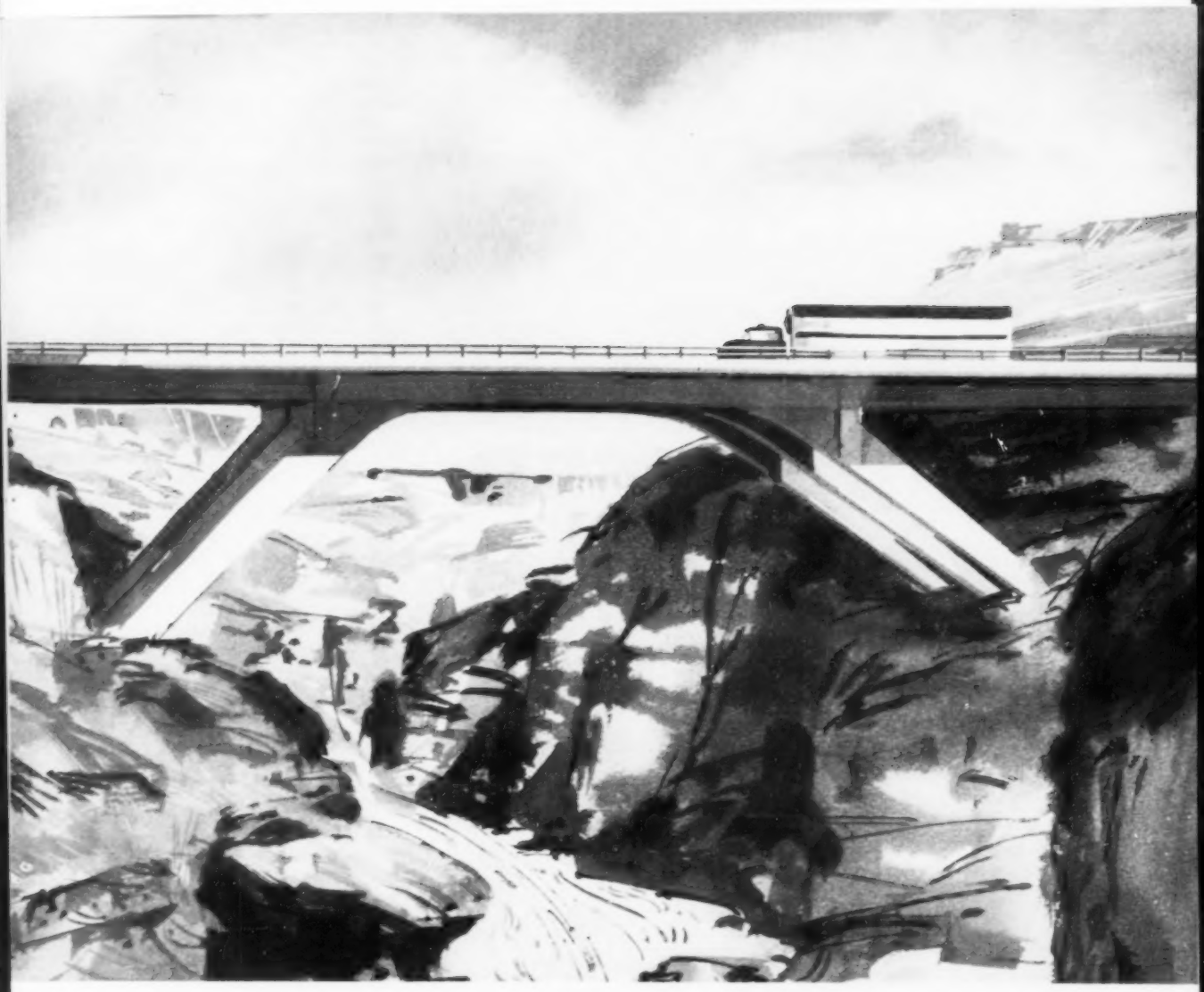
That's right! The Delco Extra Duty keeps you moving at the lowest battery cost per mile of operation! Truckers from coast to coast have proved it . . . found that the Delco Extra Duty lives up to its unusual, long-life warranty. *Unusual* warranty? You bet.

For one thing, this Delco/General Motors warranty is good all over the U. S. and Canada. And, even more important, it was written *after* the Extra Duty had endured tough tests of dependability at the General Motors Proving Grounds! Thus, it's more than a guarantee. It's a declaration—not of what the Extra Duty should do—but of what it *will* do. So next time you buy, make it a profit-protecting, money-saving buy. Wet or dry charge, choose the No. 1 truck battery in America—the Delco Extra Duty.

Quality built by Delco-Remy
available everywhere through independent distributors
associated with . . .

GM U-M-S PARTS SALES
UNITED MOTORS SYSTEM

ON CBS RADIO—Lowell Thomas Newscast



Cut Overhead Costs... Add to Payload Profits

Phillips 66

Phillips *66* heavy duty motor oils can help you retain more of the revenue from payloads. These outstanding motor oils have a *proved* record of protecting truck engines against carbon deposits, corrosion, foaming and acid action that impair service and increase operating costs.

You'll be dollars ahead with Phillips *66* *individual service*, too. A Phillips *66* Lubrication Engineer will consult with you on all your lubrication problems. His advice can help you realize more profit.

For complete details, call the Phillips sales office nearest you.

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KANSAS CITY, MO.—201 E. Armour Blvd.
MINNEAPOLIS, MINN.—212 Sixth St. South
OMAHA, NEB.—3212 Dodge Street
RALEIGH, N. C.—401 Oberlin Road
SALT LAKE CITY, UTAH—68 South Main
ST. LOUIS, MO.—4251 Lindell Blvd.
SPOKANE, WASH.—521 East Sprague
TAMPA, FLA.—3737 Neptune Street
TULSA, OKLA.—1708 Utica Square
WICHITA, KAN.—501 KFH Bldg.

Use PHILLIPS 66 HEAVY DUTY MOTOR OILS

LPG Outlets . . .

Continued from page 107

Lithonia, Lithonia Gas Co., 145 Main St., 8am-6pm, Clsd. Sun., P & M, Pro., *Phone 2531*

Lyons, Rural Gas Corp., at Intersection of US 1 & US 280, B. Plt., 7:30am-6pm, P & M, Pro., *Phone 4216*

Macon, General Gas Corp., 760 7th St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5-7491*

Macon, General Gas Corp., 4240 Broadway, B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 3-8121*

Madison, General Gas Corp., 217 S. Main St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 43*

Manchester, General Gas Corp., Main St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 40*

Marietta, Arrow Service Station, US 41, S.S., 8am-5pm, Clsd. Sun., P & M, Pro., *Phone 8-7616*

Marietta, General Gas Corp., Hwy. 41, B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 7-1324*

Marietta, Liquigas Co. Inc., 1397 Church St., B. Plt., 8am-5pm, P & M, Pro., *Phone 8-7616*

McRae, General Gas Corp., 305 Oak St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 6081*

McRae, Telfair Gas Co., US 280, B. Plt., 7:30am-6pm, P & M, Pro., *Phone 2751*

Millen, Central Georgia Gas Corp., 215 E. Cotton Ave., State Hwy. 25 & US 17, B. Plt., 7:30-6pm, P & M, Pro., B-P Mix, Min., *Phone 189, Aft. Hrs. 711, 439 or 457M*

Milner, Oasis Truck Stop, US Hwy. 41 ½ mi. S., S.S. 24 Hrs., P & M, Pro.

Montezuma, General Gas Corp., 106-110 E. R.R. Ave., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5271*

Nahunta, Brantley Gas & Appl. Co., ¾ Mi. on US 84 E., B. Plt., 8am-6pm, P & M, Pro., *Phone 2-2222*

Newnan, Boone Gas Co., 2½ Mi. W. of Newnan Hwy. 16, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., *Phone 1010*

Newnan, Gas Inc., US. Hwy. 29 S. of town at city limits, B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., *Phone 850*

Newnan, General Gas Corp., 5 Spring St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 487*

Rome, General Gas Corp., 615 Shortea Ave., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 8935*

Royston, B & W Gas Co., 1 Blk. from Hwy. US 29, B. Plt., 7:30am-6pm, P & M, Pro., *Phone 3044, Aft. Hrs. 7241 or 7996*

Sandersville, General Gas Corp., S. Harris St., B. Plt., 8am-6pm, P & M, Pro., B-P Mix, *Phone 3076*

Savannah, General Gas Corp., 19 E. Jones St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone ADams 4-4413*

Statesboro, Trans Oil Phillips 66 Serv. Station, in city limits on US Hwy. 80 4 lane section N. E., S.S., 7am-10pm, P & M, Pro., Lube., Min., *Phone POplar 4-5511, 4-5566*

Summerville, Salmon Butane Gas & Appl. Co., Commerce St., Hwy. 27, B. Plt., 8am-6pm, Clsd. Sun., P & M, Pro., B-P Mix, *Phones 105, L-156*

Swainsboro, Swainsboro Gas Co. Inc., State Hwy. 56, 2 Mi. N. E. of Swainsboro, B. Plt., 8am-6pm, 8am-12 noon Thursday, Clsd. Sun., Pump, Pro., B-P Mix, *Phone BE 7-4661*

Sycamore, Coker Gas Co., Hwy. 41, 22 Mi. S. of Cordele & 18 Mi. N. of Tifton, B. Plt., 8am-6pm, P & M, Pro., Min., *Phone 21, Aft. Hrs. 266-L1*

Temple, Gas Inc., Sage St. 2 blks. N. off US Hwy. 78, B. Plt., 8am-6pm, Clsd. Sun., Pump, Pro., B-P Mix, Minn., *Phone 4181*

Thomaston, General Gas Corp., 201 S. Church St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 4711*

Thomasville, Chastain-Clark Co., 403 Smith Ave., 7:30am-6:30pm, Clsd. Sun., Pro., *Phone CAnal 6-0311*

Thomasville, General Gas Corp., 310 S. Broad St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone CAnal 6-4656*

Tocoa, Tugalo Gas Co., B. Plt., 7am-6pm, Pro., *Phone TU 6-4642*

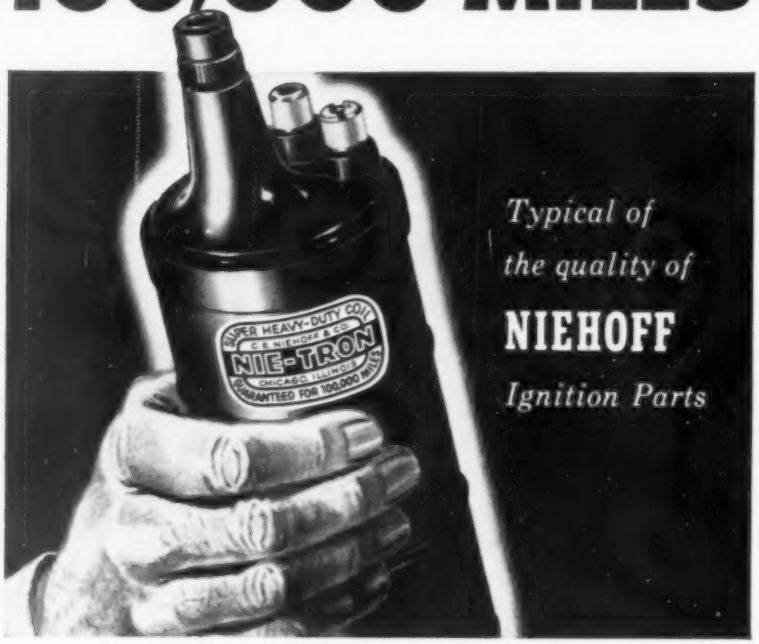
Tucker, General Gas Corp., 4870 Lawrenceville Hwy., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone Clarkston 3-7263*

Vidalia, General Gas Corp., 124 S. E. Main St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 4188*

Wadley, General Gas Corp., US. 1, 201 N.

Continued on page 114

GUARANTEED 100,000 MILES



Typical of the quality of **NIEHOFF** *Ignition Parts*

Look what's printed right on the label of the Super-Heavy-Duty NIE-TRON Ignition Coil. Guaranteed 100,000 MILES—actually 96,000 more miles' guarantee than most new cars can offer! Another good reason why Niehoff products mean top performance on the road—more road-time, less down-time. Call your jobber today and find out how the complete line of Niehoff automotive products can pay off for you.

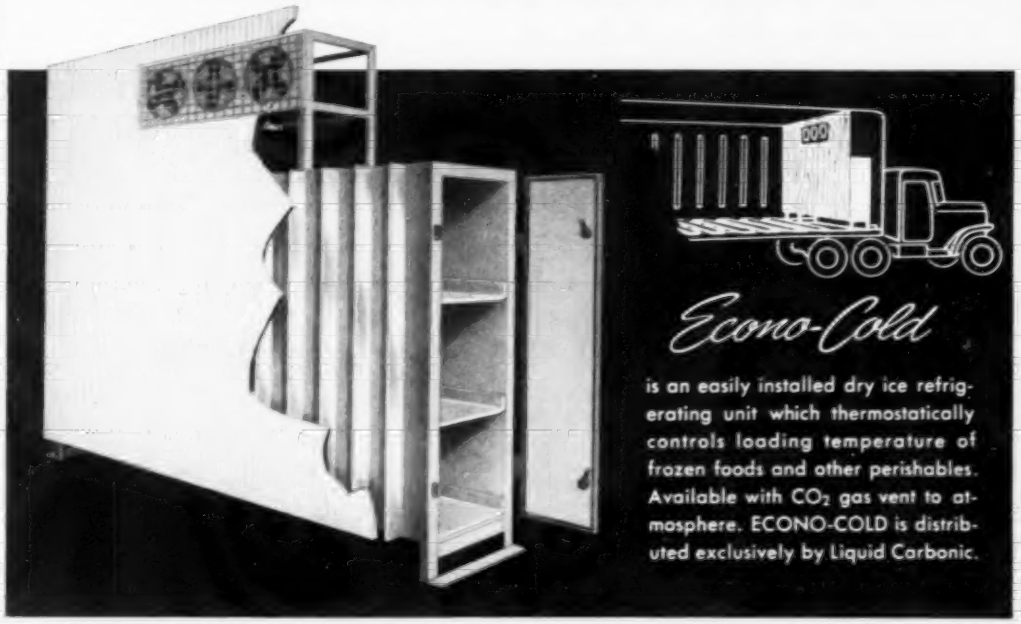
Main office and factory, 4925 Lawrence Ave., Chicago, Ill. Warehouses: 250 W. 54th St., New York 19, N. Y.; 1800 Fairmount Ave., Philadelphia, Pa.; 250 Brighton Ave., Boston 34, Mass.; 95 Pine St., N.E., Atlanta 3, Ga.; 2715 Main St., Dallas, Texas. Branch: 1330 W. Olympic Blvd., Los Angeles 15, Calif.

The Finest Ignition Parts, Hydraulic Brake Parts and Testing Equipment

C. E. NIEHOFF & CO.

ECONO-COLD'S *Guarantee*

NO EXPENSIVE MAINTENANCE...EVER!
NO REFRIGERANT FAILURE...EVER!



Elimination of Complex Mechanical Equipment and Use of an Infallible Refrigerant Make This Iron-Clad Guarantee Possible

That means real savings. But there's more . . . ECONO-COLD is lowest in price, lightest in weight and longest-lived unit of any currently available to the industry. Inexpensive fan motors are the only moving parts normally requiring replacement. An ECONO-COLD unit for a large trailer costs less than $735, weighs less than 270 pounds, and will last 10 years or more. Can you say the same for the equipment you are now using?

World's Largest Producer of CO_2

LIQUID CARBONIC
DIVISION OF GENERAL DYNAMICS CORPORATION
Chicago 23, Illinois

Tell me how ECONO-COLD will save money for me, and prove how ECONO-COLD safeguards cargoes better.

LIQUID CARBONIC
DIVISION OF GENERAL DYNAMICS CORPORATION
3148 South Kedzie Ave., Chicago 23, Illinois

Name_____ Title_____
Company_____
Address_____
City_____ Zone_____ State_____

NEW
IMPROVED ALCOA

REEFER FLOORING

Stronger, Lighter, Watertight Construction At No Extra Cost!

Although it costs no more than ordinary aluminum flooring, you can have new Alcoa® Aluminum Reefer Flooring with exclusive design advancements that add up to more profitable trucking for you. No existing flooring system can match its durability and efficiency. It's the flooring that stands up under fork lift truck loading and abuse because it is actually up to 30 per cent stronger than other makes. Yet, even with added strength, dead weight has been reduced by 10 per cent—it's ½ pound lighter per square foot.

Alcoa extruded aluminum sections are easier to handle and work with for faster installation. Designed with a new tight-fitting hook-type joint, these tough Alcoa Aluminum sections interlock easily, permit the use of completely concealed fasteners. The clean, unbroken surface can't trap dirt or moisture—insulation is fully protected.

In addition, the new Alcoa flooring system has been improved to allow 25 per cent more air circulation. Perishable cargoes are protected as never before with optimum air circulation—chances of cargo "hotspots" are reduced.

New, improved Alcoa Reefer Flooring is now available through authorized Alcoa distributors and Alcoa sales offices. For technical assistance, call your local Alcoa sales office or write to: Aluminum Company of America, 1877-F Alcoa Building, Pittsburgh 19, Pennsylvania.

Load Tests Prove Alcoa Flooring Stronger

Here's solid proof of superiority. Laboratory beam tests, made on 12-in. centers, show Alcoa Reefer Flooring withstands loadings of over 2½ tons, axle loadings of more than 5 tons. The new hook-type joint stood up under 18,000 pounds without failing. The Alcoa flooring system provides an unsurpassed combination of strength with less weight.

Alcoa Exclusive! Two Methods of Installation

The new Alcoa flooring system consists of five extruded aluminum shapes, used in combination to secure floor widths from 82 inches to 90 inches. Installation is made with or without center key. With center key, the floor is laid to both sides from the center. Without center key, installation begins at one side and moves to the opposite side.

Alcoa Flooring End Plugs

MOLDED RUBBER FLOORING END PLUGS. Help speed up installation, stay tight without fasteners, cut plug costs. Developed by Alcoa for finest protection against moisture seepage.

CAST ALUMINUM FLOORING END PLUGS. Alcoa supplies cast aluminum plugs for those who prefer them. The two plugs take care of both flooring ends in either method of installation. They're precision-cast for a snug fit, easy insertion.

Mail the coupon today for your Free Alcoa Flooring Brochure

ALCOA ALUMINUM

Your Guide to the Best in Aluminum Value

"ALCOA THEATRE"
Exciting Adventure
Alternate Monday Evenings

Aluminum Company of America
1877-F Alcoa Building, Pittsburgh 19, Pennsylvania
Please send me complete specifications and step-by-step installation procedure contained in the Alcoa Extruded Aluminum Flooring Brochure.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____ STATE _____

LPG Outlets . . .

Continued from page 110

Main St., B. Plt., 8am-6pm, Pump, Pro., Maj., *Phone 45, Aft. Hrs. 231 or 158*

Wadley, Outdoor Development Co., 1 Mi. N. of business district on US Hwy. 1 at city limits, S.S., 8am-6pm, Pump, Pro., Min., *Phone 340*

Warm Springs, General Gas Corp., Main St., B. Plt., 8am-6pm, Pump, Pro., B-P Mix, *Phone 40*

Warrenton, Wilhoit Gas Co. Inc., B. Plt., 8am-6pm, Pump, Pro., *Phone HOward 5-2243*

Washington, General Gas Corp., 108 Court St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 105*

Washington, Wilhoit Gas Co., Inc., B. Plt., 8am-6pm, Pump, Pro., *Phone 113*

Waycross, General Gas Corp., 416 Alice St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 5046*

Waycross, Southern Propane Gas Inc., US 1, N. of city, B. Plt., 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 261 or 288*

Waynesboro, General Gas Corp., Liberty St., B. Plt., 7am-6pm, P & M, Pro., B-P Mix, *Phone 2588*

Winder, National Utilities Inc., US 29 in city limits, B. Plt., 8am-6pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 8081*

Woodstock, Woodstock Gas and Coal Co., S.S., 7am-6pm, Clsd. Sat. Evening & Sun., Pump, Pro., *Phone GL 5-6675*

Idaho

Arco, Northwest Propane Gas, B. Plt., 8am-5pm, P & M, Pro., *Phone 201-W*

Athol, Chuck's Place, Hwy. 95 ½ way between Sandpoint & Coeur D' Alene, S.S., 24 Hrs., Pump, Pro., Lube., Min., *Phone Murdock 3-7429 (Farragut)*

Boise, Idaho Gas Co. of Boise, 703 N. Phillippi, B. Plt., 8am-6pm, P & M, Pro., *Phone 30791*

Boise, Liquefied Vangas, 703 S. 8th St., B. Plt., 8am-5pm, P & M, Pro., *Phone 2-3585*

Boise, Twenty-Thirty Truck Stop, Hwy. 30, S.S. 24 Hrs., P & M, Pro., Lube., *Phone 2-9511*

Caldwell, Idaho Gas Co. of Caldwell, Hwy. 30, 1 Mi. S. E. of Caldwell, B. Plt., 8am-6pm, P & M, Pro., *Phone 9-3954, Aft. Hrs. 9-4268*

Challis, Northwest Propane Gas, B. Plt., 8am-5pm, P & M, Pro., *Phone TR 9-2723*

Coeur D' Alene, Mathews Service Station, N. 4th St. near city limits on Hwy. 10 alternate, S.S., 6am-12 M., Pump, Pro., Lube., Min., *Phone MO 4-2244*

Coeur D' Alene, Petrolane Gas Service, Spokane Hwy. 1 Mi. N. of city center, B. Plt., 8am-5pm, P & M, Pro., *Phone MOhawk 4-4006*

Grangeville, Petrolane Gas Service, 110 State St., B. Plt., 8am-5pm, P & M, Pro., *Phone 740*

Idaho Falls, Northwest Propane Gas, Hwy. 20 N. of town, B. Plt., 8am-5pm, P & M, Pro., *Phone JA 2-4011*

Idaho Falls, Rocky Mountain Gas Co., N. Hwy. 191 Yellowstone Rt., B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., *Phone JA 2-6220*

Kellogg, Propane by Lane Inc., 1 N. Division St., 2 blocks S. of Hwy. 10, S.S., 8am-5:30pm, Pump, Pro., *Phone 2-4401*

Lewiston, Petrolane Gas Service, 226—22nd St., N., B. Plt., 8am-5pm, P & M, Pro., *Phone SHerwood 3-7332*

Malad, Jones Gas Dist. Co., ½ block W. of Malad on State Hwy. 37, B. Plt., 24 Hrs., P & M, Pro., Lube., Min., Maj., *Phone 131W*

Montpelier, Lincoln Vangas Inc., 186 S. 4th St., Hwy 89—S. of town, B. Plt., 8am-5pm, P & M, Pro., *Phone., 399*

Moscow, Petrolane Gas Service Inc., 118 E. 3rd St., B. Plt., 8am-5pm, Pump, Pro., *Phone 2-0771*

Nampa, Liquefied Vangas Inc., Karcher Jct., B. Plt., 24 Hrs., P & M, Pro., Lube., *Phone 6-5623*

Nampa, Valley Propane Service, 212 S. 2nd St., S.S., P & M, Pro., *Phone 6-4674, Aft. Hrs. 6-7542*

Orofino, Orofino Builders Supply Inc., 165 Riverside Ave., 7am-5pm, Clsd. Sun., P & M, Pro., *Phone GRanite 2-2231*

Payette, Yost Ranch Service, Hwy. 30 & Hwy. 95—½ Mi. S. of Payette, S.S., 6am-10pm, P & M, Pro., Lube., Min., *Phone MIdway 2-2330*

Continued on page 118

designed with the FLEET in mind!

- *less vibration*
- *less maintenance cost*

. . . yet they cost no more!

Arrow's balance-designed mirrors reduce vibration and distortion to a minimum! Pittsburgh plate glass — sealed copper back — silvering guaranteed to last a lifetime — heavy gauge seamless tubing — simple compression adjustment permitting positive locking for any driving need. Second-best to none — it's the mirror with vision. Ask your jobber to show you the complete Arrow line.

here's a FREE OFFER!

We want to prove these statements. We have picked the names of ten fleets out of a hat. If the maintenance supervisor of these fleets will write to us on company stationery, we will send, free of any obligation, a complete Arrow West Coast Mirror, Model No. 642, as illustrated. Try it on one of your units.

Consolidated Freightways, Inc. ... Menlo Park, Cal.
Denver Laramie Walden Truck Line ... Denver, Colo.
Dixie Highway Express, Inc. ... Meridian, Miss.
Dan Dugan Oil Transport Co. ... Sioux Falls, S. D.
Garrett Freight Lines, Inc. ... Pocatello, Idaho
Gordons Transports, Inc. ... Memphis, Tenn.
Great Southern Trucking Co. ... Jacksonville, Fla.
Huber & Huber Motor Express, Inc. ... Louisville, Ky.
J. P. Stevens ... Greensboro, N. C.
Armour and Company ... Chicago, Ill.

ARROW SAFETY DEVICE COMPANY
GEORGETOWN 7, DELAWARE
COMPLETE AUTOMOTIVE LIGHTING SYSTEMS, SAFETY EQUIPMENT AND MIRRORS

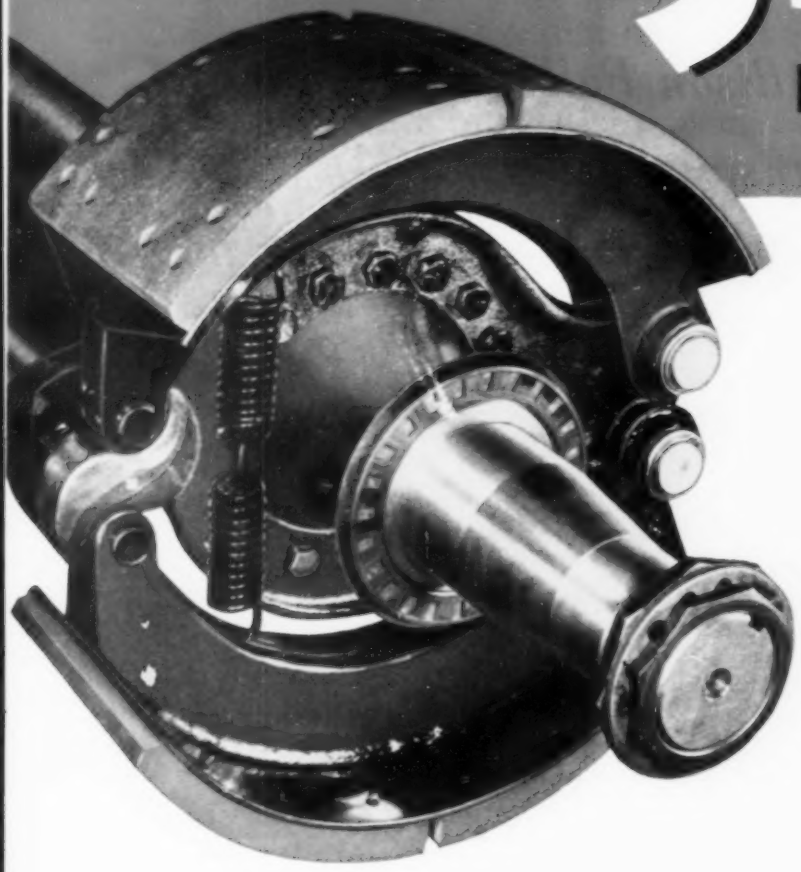
FREE!
FLEET SAFETY EQUIPMENT REFERENCE GUIDE
Write for this useful publication on your company letterhead today

Designed for quality—
your BEST BUY for the long run—

NEW SHULER

FTL Series

Lightweight Brakes



These new Shuler FTL Brakes (Fabricated Tapered Lining) have been completely redesigned for *minimum weight* — yet offer *exceptional* durability and long life. They feature:

1 Fabricated steel construction for maximum strength.

2 High-quality tapered block lining riveted in place, and interchangeable with other makes of axles.

3 Shoes incorporate specially-designed channel rib section for additional rigidity without adding weight.

4 Large anchor pins with bushings of greater bearing area, for long life and less frequent replacement of bushings. Worn bearings are easily replaced, and brake shoes can be reused repeatedly.

5 Hardened and ground roller shafts and cam rollers on the cam end of the brake shoes. The roller shafts are locked in place in the shoes and the cam roller turns on the shaft, not in the metal of the shoe.

6 Spiders bolt on, to permit replacement when necessary, without removing or replacing the entire axle.

Write us for full details and quotations on these splendid new brakes.

SHULER AXLE COMPANY, Incorporated, LOUISVILLE, KENTUCKY

Subsidiary of Fuller Manufacturing Company

SALES OFFICES: CHICAGO, DETROIT, PHILADELPHIA, OAKLAND AND TULSA

WEST COAST WAREHOUSE
Oakland, California

SOUTHWEST WAREHOUSE
Fort Worth, Texas

It's more than

——————— *it's an*

New Allison Fully Automatic Truck Transmission brings America a new kind of truck–now offered in GMC, Chevrolet, Dodge and Ford

EVERY one of the cost-saving benefits stated above has been realized by truck operators now using the Allison Fully Automatic Truck Transmission.

Here's why:

With the Allison Automatic your driver simply selects the range—the Allison "Automatic Brain" does the rest.

It begins by multiplying engine torque *15 times*. Maximum torque is *always* available right from a dead stop to get the load moving and keep it moving.

It cushions your engine and drive line from shock loads—protects you from costly repairs—saves tires and fuel.

Shifting is automatic. The Allison Automatic "senses" the exact gear ratio for *every* combination of speed, load and grade. Your engine *can't* lug or race. There's no power lag going up grades. Full power is always there—instantly and smoothly.

Allison

a transmission *"Automatic Brain"*

- Could you use a truck that increases engine life more than 35%?
- Could you use a truck that cuts elapsed trip time 18%?
- Could you use a truck that slashes brake maintenance 50%?
- Could you use a truck that increases daily route stops 15%?
- Could you use a truck that eliminates clutch trouble 100%?

For faster — yet safer — downgrade operations, its built-in Hydraulic Retarder slows your truck without using the brakes. You save more than 50% on brake maintenance.

The Allison Automatic is the first transmission which lets you take full advantage of today's high-torque truck engines —the only fully automatic transmission specially designed for medium and heavy-duty trucks.

It was born out of more than 10 years' service in the heaviest military and off-highway vehicles.

Before you buy another truck, school bus or other commercial vehicle, find out how an Allison Fully Automatic Truck Transmission can repay its modest cost many times over in *your* operation. It is now available on GMC, Chevrolet, Dodge and Ford trucks and as an integral engine-transmission power plant from Chrysler and Ford Industrial Engine Divisions. See your dealer or write:

ALLISON DIVISION OF GENERAL MOTORS, Indianapolis 6, Indiana

FULLY AUTOMATIC TRUCK *Transmissions*

LPG Outlets . . .

Continued from page 114

Pocatello, Northwest Propane Gas, 395 Yellowstone Ave., B. Plt., 8am-5pm, P & M, Pro., *Phone 2439*

Pocatello, Rocky Mountain Gas Co., 504 Yellowstone Hwy., B. Plt., 8am-5pm, Clsd. Sun., Pump, Pro., *Phone 8561*

Rupert, Vangas & Appliances, Hwy. 30—S. edge of town, 8am-5pm, P & M, Pro., *Phone HEmlock 6-6261*

St. Anthony, Northwest Propane Gas, in St. Anthony on Hwy. 20, B. Plt., 8am-5pm, P & M, Pro.

Salmon, Northwest Propane Gas, S. edge of town on Hwy 33, B. Plt., 8am-5pm, P & M, Pro., *Phone 2811*

Sandpoint, Calor Gas Service Inc., B. Plt., 8am-5pm, P & M, Pro., *Phone COngress 3-3123*

Twin Falls, Vangas & Appliances, 1500 Kimberly Rd., B. Plt., 8am-5pm, P & M, Pro., *Phone 895*

Weiser, Ideal Gas & Appl., ¼ Mi. S. of the Snake River Bridge on US 30 N., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 369W*

Illinois

Alton, Alton Bottled Gas Co., 1 Mi. N. of Alton US 67, B. Plt., 8am-5pm, P & M, Pro., *Phone 2-9751 Aft. Hrs. 2-9584*

Amboy, Smith Gas Service-Zimmers Gulf, Jct. US Hwy. 30 & 52, S.S., 24 Hrs., P & M, Pro., Lube., Min., *Phone 351R4*

Amboy, Smith Gas Service Inc., Jct. US Hwy. 51 & S. Hwy 64, Sipes Corners, S.S., 24 Hrs., P & M, Pro., Lube.

Ashkum, Leo Grays Carburation & Appl. Store, Rt. US 45 & 54 & 116, 24 Hrs., Pro., Lube., Min., *Phone 122 or 113*

Aurora, Dri-Gas Co., Eola Rd., 3 Mi. E. of town, B. Plt., 8am-5pm, Clsd. Sat. Sun. & Hol., Pump, Pro., *Phone Aurora 6-7731*

BATAVIA, Western Propane Co., 19 S. Prairie St., B. Plt., 8am-5pm, 8am-12 noon Sat., P & M, Pro., *Phone 7680*

Belleville, Midwestern Butane Gas Co. Inc., 418 S. Belt E. on State Rt. 13 & US 460, S.S. 8am-6pm, Clsd. Sun. & Hol., P & M, Pro., Butn., B-P Mix, *Phone ADams 3-0533, Aft. Hrs. ADams 3-7059, AD 3-7101, AD 4-9303*

Blandinsville, Thermogas Co., B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun., P & M, Pro., *Phone 103*

Belleville, Ross Oil Co., Inc., 1901 S. Illinois St., S.S., 7am-6pm, P & M, Pro., *Phone ADams 3-2710*

Bloomington, Five Star Truck Stop, US 66 E. of Jct. US 66 & US 150, S.S., 24 Hrs., P & M, Pro., Lube., Min., Maj., *Phone 4-0255*

Bloomington, Hicksgas Bloomington Inc., 1 block N. of Jcts. US 66 & US 150, B. Plt., 7:30am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone 4-3415*

Bloomington, Illinois Butane Gas Co., Rt. US 66 and Towanda Ave. N. on Hwy. 66, B. Plt., 8am-5pm, 8am-12 noon Sat., Clsd. Sun. & Hol., P & M, Pro., B-P Mix, *Phone 9-5275*

Blue Island, Wally's Bottle Gas Service, Rts. 50 & 83, 14209 Cicero Ave. ½ Mi. N. of 147th St., B. Plt., 8am-5pm, Clsd. Sun. & Hol., Pump, Pro., *Phone FUlton 5-1500*

Bradford, Bradford L-P Gas Service, in town off Hwy. 88, B. Plt., 7:30am-5:30pm, Clsd. Sun. & Hol., P & M, Pro., *Phone 2771 or 4631*

Braidwood, Davito Gas Service, 1 Mi. E. of US 66, B. Plt., 8am-6pm, P & M, Pro., *Phone 3241 or 2841*

Breese, Wade Sales & Service, Hwy. 50 W., B. Plt., 8am-6pm, P & M, Pro., Lube., Min., *Phone LAmbert 6-1243*

Brookfield, Western L P Gas Co., 9002 W. 47th St., about 3 Mi. E. of 45 & 47th St., B. Plt., 8am-6pm, P & M, Pro., *Phone HUnter 5-0839*

In next month's FLEET OWNER you'll find more listing for LP-Gas outlets around the nation, and in succeeding issues too.

WHAT STYLE AUXILIARY FUEL TANK... OF WHAT CAPACITY WILL FIT MY TRUCK TO DO ITS JOB?

ALWAYS SPECIFY SNYDER

Snyder TANK CORPORATION
P. O. Box 14, Buffalo 5, New York
P. O. Box 3068, Birmingham 1, Alabama

HERE'S HOW Snyder HELPED ME FIND THE ANSWER!

If you too sometimes find auxiliary fuel tank selection puzzling, why not turn to Snyder for the answer.

No matter what make and model truck you want to fit, no matter what style and capacity tank you desire, you'll find just what you're looking for in Snyder's complete line of Safety Tanks. And each Snyder Tank is designed, built and tested to the highest quality standard in the industry. You can rely on them.

If you have Chevrolet, Dodge, Ford or G. M. C. trucks in your fleet, Snyder now offers you a free helpful booklet. It shows all styles and sizes of Snyder Safety Tanks that fit all 1958 models of these trucks.

Information available on request for *any other* make of truck.

SNYDER TANK CORPORATON Department 11 P. O. Box 14, Buffalo 5, New York

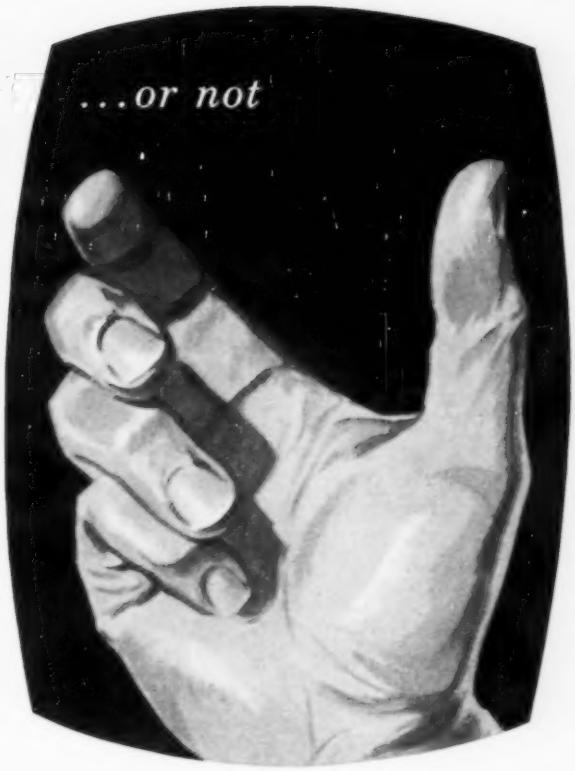
Please send me, without obligation, a free copy of your booklet, "Snyder Tanks for 1958 Trucks."

NAME_____

COMPANY NAME_____

STREET_____

CITY_____ ZONE____ STATE_____



YOU ARE PAYING FOR 2-WAY RADIO

The cost of *not* having 2-way radio is actually taking dollars out of your pocket every day . . . *more* money than it would cost to own your own Motorola 2-way radio system. Here's why!

Drivers radio in direct from their vehicles—*save* the delay, inconvenience and cost of telephoning. With radio contact, you can move your drivers *directly* from job to job—as they *save* miles, they also *save valuable time*. There's less back-tracking, less "dead-heading"—more efficient use of drivers and vehicles.

AND HERE'S PROOF. Even if your truck costs are as low as $4.00 an hour ($2.00 for driver and $2.00 for truck)—saving as little as *3 minutes* an hour will more than pay for your Motorola radio. Figured on a mileage basis (at a minimum cost of 7c per mile)—saving as little as *10 miles* a day for each truck will pay for more than half of the cost of your Motorola 2-way radio system.

Get the full money saving, money making story on Motorola 2-way radio . . . complete product line—engineering service—installation—maintenance—lease/finance plans, for every need.

MOTOROLA 2-WAY RADIO

Motorola Communications & Electronics, Inc. • A Subsidiary of Motorola, Inc. • 4501 W. Augusta Boulevard, Chicago 51, Illinois

COMPLETE DEPENDABILITY with LOWER MILEAGE COSTS!

MERCEDES-BENZ
DIESEL ENGINES

Keeping them rolling at the lowest possible cost is of vital importance to the trucking industry . . . And just as important as economy is to management, the power under the hood is to the driver . . . With Mercedes-Benz diesel engines you get economical fuel consumption, simple maintenance, quiet operation and smokeless combustion . . . When the driver needs that added surge of power, he gets it with a Mercedes-Benz diesel . . . The effortless performance of the world famous Mercedes-Benz diesel engine, and its unusually long life, make it the finest engine available for owners who demand the very best.

MODEL OM 326
220 h.p. at 2300 r.p.m.

Other Mercedes-Benz diesels available in 12 and 20 cylinders, Turbo and Supercharged, up to 3000 h.p.

UTICA DIVISION
CURTISS-WRIGHT
CORPORATION • UTICA, MICHIGAN

THIS YEAR . . . MORE THAN EVER

THIS NAME

BOYERTOWN "BETTER BUILT"

. . . means

MORE VALUE Per Body, Per Dollar

MORE MODELS TO CHOOSE FROM

More Strength, Added Safety

Plus —

LOWER INITIAL COST!

These functionally-designed, ruggedly-constructed, Hi-Tensile Steel truck bodies have stood the test of years in daily route operations for every type delivery truck work. Thousands of Truck Operators attest to their low cost of up-keep for a more profitable operation. Standard Boyertown bodies are now available in a choice of 23 different body models in 6', 7', 8', 10', 12', 14', 16' and 18' body sizes for mounting on over 50 Flat Face Cowl and Forward Control Truck Chassis of your choice.

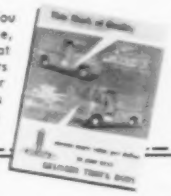
Now Boyertown's 85 years' experience in truck body building has paid off again. Newly developed cost saving production methods have permitted lowered prices for many models. Improved features provide additional usable load-space, increased resistance to corrosion and rust and greater versatility to the needs of your business.

BOYERTOWN AUTO BODY WORKS, Inc.
BOYERTOWN, PENNA.

DELIVERY VEHICLE BUILDERS FOR 85 YEARS

FREE BROCHURE

Mail the attached Coupon today! You will receive, no charge, a 16-page, factual and illustrated brochure that will help save you thousands of dollars in your delivery operations. "Better Built" delivery body specifications and data to enable you to order the exact unit your business needs.



Boyertown Auto Body Works, Inc.
Dept. FO-1, Boyertown, Penna.

SEND ME AT ONCE THE BOYERTOWN DELIVERY TRUCK BROCHURE

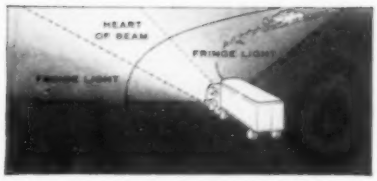
Name.....

Street.....

City.....**State**.....

If he doesn't see you...be sure you see him!

G-E *All-Weather* HEADLAMPS HAVE UPPER BEAMS THAT REACH FAR AND WIDE FOR GREATER NIGHT DRIVING SAFETY

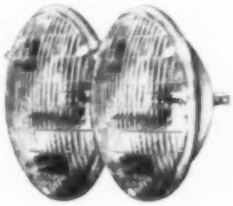


G-E *All-Weather* Headlamps have a powerful upper beam that does more than just reach out for distance. It also throws surround light upward and outward, giving a panoramic view of the road *and* its surroundings. You see hazards in the headlamp "fringe areas" like the situation shown above.

SEE BETTER IN FOG, RAIN, SNOW—On the lower beams, G-E *All-Weather* Headlamps have a special filament shield that blocks uncontrolled upward light. Older types of sealed beams let this upward light strike moisture particles and bounce back in your eyes.

TWICE THE LIGHT ON LOWER BEAMS—Compared with older types of sealed beams, new G-E *All-Weather* Headlamps give twice as much light on the lower beams 300 feet ahead on *your* side of the road.

EASY TO AIM—AND FAST—To get all the light from *any* headlamps, they must be accurately aimed. G-E *All-Weather* Headlamps have Aim-right Gizmoes that help speed-up the aiming job and make it more accurate, too. So switch your entire fleet to pairs of new G-E *All-Weather* Headlamps for every car, truck and tractor. General Electric Co., Miniature Lamp Dept., Nela Park, Cleveland 12, Ohio.

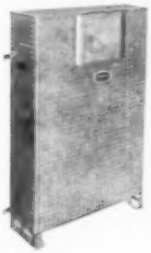


GENERAL ELECTRIC

Mobile repair shop . . .

. . . makes it possible to service typewriters right in the truck, without taking them to the factory. The truck, which has a 12-in. Boyertown Merchandiser type, walk-in body, has been used by H. G. Bancroft, Inc., York, Pa., since 1947. The company has two trucks in operation, a 1947 Chevrolet in York County, and 1957 Dodge in Lancaster County. Bancroft was able to fit the adapted trucks with heavy work benches, cabinets and heavy-duty air compressors. Interior is large enough for two men to work seated or standing. Power drills, polishers, air compressors, and loaner office machines are within easy reach. For power, the Bancroft trucks hook into the customer's line.

HOLDOVER FOR STOPOVERS!



DOLE
Truk-Cel
EUTECTIC BLOWER UNITS

A compact holdover blower system that maintains uniform temperature in any high temperature truck body.

- Easily installed, simple in operation
- Sanitary, compact, light in weight
- Utilizes a minimum of floor space

DOLE REFRIGERATING COMPANY
5952 NORTH PULASKI ROAD, CHICAGO 46, ILLINOIS
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Dole Refrigerating Products Limited, 29 Brock St., North, Oakville, Ont., Canada

Write for Engineering Catalog CBE

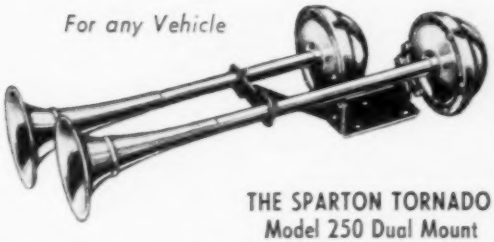
Truk-Cel EUTECTIC BLOWERS

Sparton
first choice of automotive engineers since 1900

AUTO and TRUCK HORNS

Air and electric — for neat, compact installation with least possible mounting space. Produce a pleasant and highly effective warning signal.

For any Vehicle



THE SPARTON TORNADO
Model 250 Dual Mount

Designed to command the highway. Here's the positive-action horn for safe driving. Simply connect to the electrical system and it's ready to go. No large installation cost — No maintenance problem.

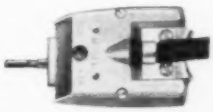
3-D
THE BOOSTER HORN
. . . FOR ADDED SAFETY

DIRECTIONAL SIGNALS

Sparton-built to withstand vibration, shock and weather. Die Cast — No Rusting — No Corrosion. Features continuous long-range visibility. Easily installed.

SIGNAL SWITCHES

Simple, foolproof, self-cancelling with Vinyl protected wiring. Backed by a lifetime guarantee.



Makers of quality Automotive Equipment since 1900

Sparton AUTOMOTIVE
Division of SPARTON CORPORATION | JACKSON, MICHIGAN

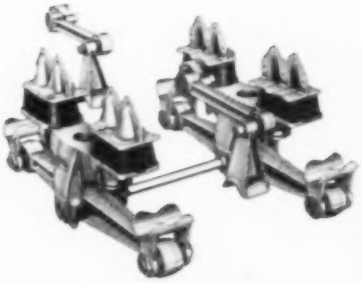
"We've standardized on HENDRICKSON Suspensions for 12 Years," *says PCA*

Pacific Cement & Aggregates, Inc., of San Francisco, has specified Hendrickson Tandem Suspensions on all transit equipment since World War II. In its present fleet of 122 units, 69 are equipped with the Model "RT" steel spring suspensions and 53 units have the rubber cushion load Model "RSAA" with aluminum equalizer beams and saddles.

Mr. R. O. Lippi, Manager, Truck Department, stated: "We feel that the Hendrickson Suspension offers the most desirable unit for the rugged combination of highway and 'off the road' type of operation."

Hendrickson Tandems stabilize the load, eliminate brake and starting chatter, assure perfect axle alignment, and end tire scuffing. Aluminum beams and saddles, resulting in 50% weight savings, are offered as optional equipment. Equal distribution of weight on the four-point frame mounting eliminates concentration of stresses and wear on any one point.

For hauling heavier payloads faster, cheaper—under all road and load conditions . . . Hendrickson Tandems are built with three types of springs: Series "RT"—Steel Spring; Series "RS"—Rubber Load Cushions and NOW! Series "AR"—Air Ride Suspensions. Write for complete information on these three types.



HENDRICKSON Mfg. Co.

HENDRICKSON MFG. COMPANY
8001 WEST 47th STREET
LYONS (Chicago Suburb), ILLINOIS

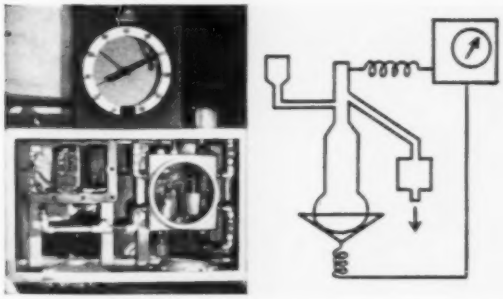
Nothing gets by

Automatic end-point testing device developed by Standard Oil research men makes certain of the uniform quality of gasoline and diesel fuel delivered to you.

Scientists at Standard Oil never stop in their drive to improve and then improve again the uniform quality of the petroleum products that bear the Standard Oil trade-mark. These engineering research scientists have now created wholly new instruments for performing near continuous physical analysis *automatically*.

One such instrument automatically performs the physical analysis that determines end-point. Using it, refineries maintain a continuous inspection of the temperature at which gasoline and diesel fuels are completely distilled. To you, this means that Standard is able to maintain a constant control over the uniformity and high quality of the gasoline and diesel fuels you use. It also means that power-p ducing petroleum products, with their constantly controlled end-point, burn uniformly, give you uniform high performance.

This is part of the research pay-out, the "something more" research builds into the products you buy from Standard. This is your return from Standard's investment in research. And now there are 48 district offices in the 15 Midwest and Rocky Mountain states to serve you. Call the one nearest you. **Standard Oil Company (Indiana), 910 South Michigan Avenue, Chicago 80, Illinois.**



Automatic end-point tester works this way. A small sample is placed in an electrically heated flask. The temperature is measured and recorded during a heating cycle when distillation is accomplished. Distillate is condensed and drained, the flask temperature is lowered by introduction of the next sample, and the apparatus is ready for another test.

You expect more from STANDARD and get it!

BENDIX-WESTINGHOUSE AIR BRAKE SYSTEM

AIR BRAKE PARTS . . . . . .

Which method

The parts buyer with the furrowed brow has reason to be worried. Better than anyone he knows that an automotive air brake system is no stronger than its weakest link, that failure of a single device can cause unnecessary downtime expense and may even risk lives and valuable property. A trivial saving, he well knows, can become a costly extravagance!

By way of contrast, the buyer at right reflects "systems serenity". He is systems conscious, and when he buys air brakes he buys genuine Bendix-Westinghouse Air Brake systems. He knows that Bendix-Westinghouse Air Brake equipment is "system engineered"—that each unit is designed to perform a specific operation in a closely related

. . . AIR BRAKE SYSTEMS

offers you more?

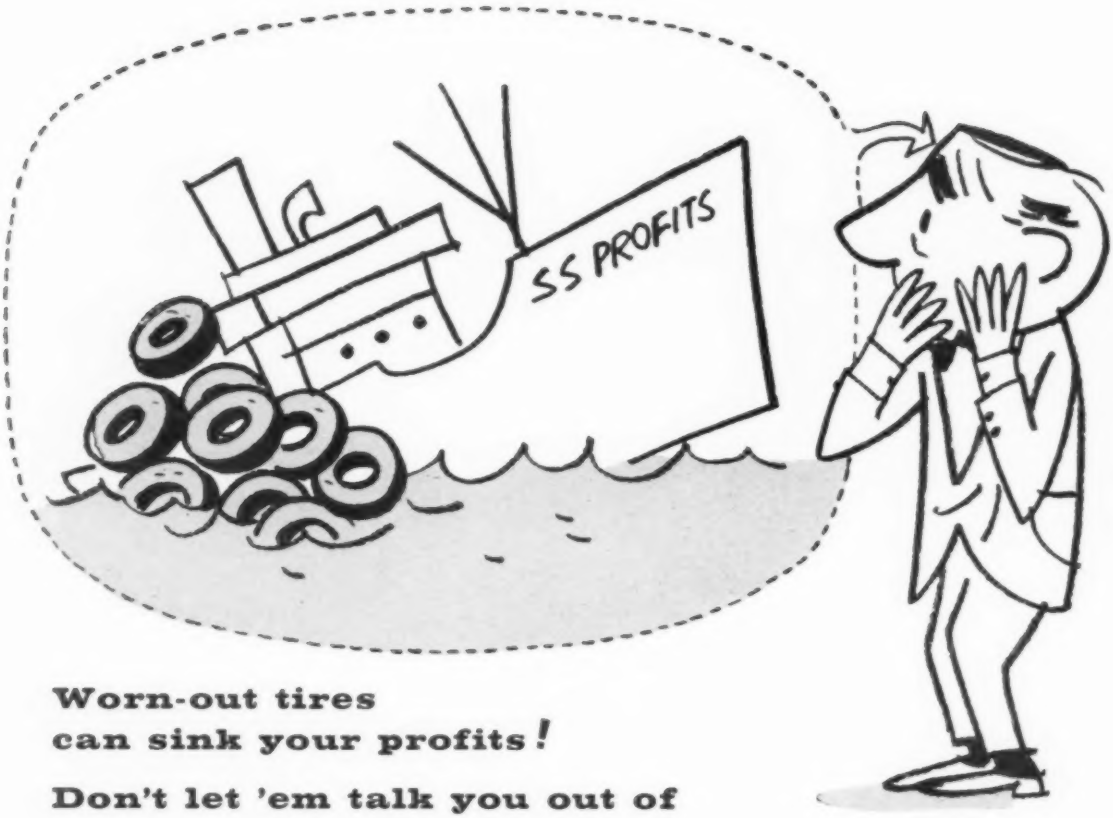
system to assure maximum performance of the entire train of devices—and not merely individual component performance.

A pioneer in development of automotive air brake systems, Bendix-Westinghouse has paced the industry for more than thirty years, helped to establish the high safety standards the American trucking industry presently enjoys. It is a position of responsibility that we accept and of which we are proud. That is why we shall continue to urge our customers, the truck manufacturers and fleet operators of America, to equip their trucks with complete Bendix-Westinghouse Air Brake systems—systems for whose performance, dependability, and long life we can accept full and complete responsibility.

Bendix-Westinghouse

AUTOMOTIVE AIR BRAKE COMPANY

General offices and factory—Elyria, Ohio. Branches—Berkeley, Calif. and Oklahoma City, Okla.



Worn-out tires can sink your profits!

Don't let 'em talk you out of

SUPER RAYON CORD TIRES

and their

PREMIUM STRENGTH +++

Premium strength

Today's new Super Rayon cord is far stronger than a tire cord has to be—pound for pound, it's strong as steel! It's a vastly improved cord. 50% stronger than rayon used to be. New Super Rayon—super rugged cord!

+ long runs

14 to 26% longer runs with Super Rayon cord tires are shown by actual driving tests. Rayon clings to rubber tight, flexes right, resists shrinking and stretching. Stability means less strain on rubber, longer wear!

+ retread economy

Fewer steps are needed in retreading, because Super Rayon is more dimensionally stable under heat. Less special treatment means important retread economies. That can *really* add up for you as a fleet operator.

Insist on Super Rayon satisfaction with low-operating costs!

AVISCO TIRE RAYON

American Viscose Corporation, 350 Fifth Avenue, New York 1, N. Y.

Wheel-less Ground Transport Next?

IN DETROIT, the future is as vital to the automotive manufacturers as the present. Witness this report from Detroit Editor Holger Ridder:

Ford is working on a device which will eliminate the wheel and wheel-on-surface friction from certain types of transport vehicles.

Instead of wheels, the experimental scooter seen at right is fitted with three levapads. Out of each levapad comes compressed air, which supports the scooter on a film of air 1/1000th of an inch thick. There's no friction other than that of air resistance, so theoretically a levapad-equipped vehicle could attain speeds up to 500 mph.

Called the Glideair, the new type of vehicle could travel either on rails similar to those used by trains or on an overhead monorail.

The man behind the Glideair idea is Dr. Andrew Kucher, Ford vice president and research director. He's been talking of such a vehicle since 1928—but he does not foresee the end of the wheel for transportation of the type performed by today's cars and trucks, nor does he see automobiles ever approaching speeds that would obsolete the wheel.

However, if vehicles of the Glideair type materialize, they may embody the first applications of the gas turbine or turbojet engine to ground transportation.

Kucher says the overhead monorail principle is ideally suited for the Glideair. Levapads have already been designed to fit around a standard rail. This all fits in with General Motors' concept of travel in the year 2000: elevated superhighways with monorails suspended beneath them. And already in several parts of the world passenger transport is conducted in monorail cars.

The key to the Glideair is the levapad, which is basically an air-pressure pad. The simplest form looks like a valve from a piston engine—that is, a stem with a flat, circular face at one end. The circular surface is placed flat over the rail or flooring, and air is forced through the stem. The air seeks escape, and its pressure lifts the vehicle.

AIR JETS REPLACE WHEELS on this scooter held by Editor Holger Ridder.

Lightest-Weight Bulk Body on the Road!

for all the BIG Jobs

BAUGHMAN

BULKMOBILE

34' STEEL BODY WEIGHS JUST 13,260 LBS. . . . a complete semi-trailer unit ready to roll. Same length Bulkmobile body fabricated in aluminum weighs only 8700 lbs. Other body lengths have proportionately same weights.

Lighter-weight body means greater carrying capacity!

Plus

- Choice of three drives—auxiliary engine hydraulic, mechanical or PTO hydraulic.
- Choice of two conveyors—drag chain or belt.
- Choice of four methods of rear discharge—belt conveyor, screw conveyor, belt-and-bucket elevator, or distributor.
- Capacity from 336 cu. ft. to 972 cu. ft. (with even larger body sizes on special order).
- Discharge rate of 1 to 2 tons per minute, depending on material.
- Entire body completely compartmented at 4' intervals, with trip door for each compartment that is controlled by driver from side of body.

WRITE today for illustrated Bulletin A-399.

No other BIG LOAD bulk body offers so much, yet weighs so little.

Service and parts from 200 service branches. Better service through better engineering.

BAUGHMAN MANUFACTURING CO.

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WORLD BESTOS
BRAKE BLOCKS
help you PREVENT accidents

World Bestos gives you five different heavy-duty frictions in engineered brake block sets. The World Bestos Block Sets recommended for your equipment supply the *maximum stopping power and fade control* required for your operating conditions.

Don't risk a $20,000 accident for a $2.00 savings . . . avoid the costly consequences of brake failure caused by inferior or inadequate brake blocks . . . reline with World Bestos *Brake Blocks.*

World Bestos Brake Block Sets . . . the right friction combinations for every type of truck, trailer, bus and on-or-off-the-highway equipment. Ask about famous World Bestos RED BLOCK with the exclusive NO-FADE GUARANTEE (heat or water).

Call your World Bestos Distributor for complete information or write direct to:

WORLD BESTOS NEW CASTLE INDIANA

Stainless Steel tankers will cut deadheading 50%

at J-E-M Transportation Company, Inc.

36,000,000 gallons of milk ride to New York City every year in J-E-M's Stainless Steel tankers. Because the Stainless is easy to keep clean, not one shipment has been refused since the company started its milk run in 1955.

"Now we plan to expand our operation," says President J. Everitt Morley. "We know these tankers can be thoroughly cleaned, so after a shipment of milk to New York, we'll clean the tank there and return with loads of vegetable oils, liquid sugar and detergents.

"This two-way service from the Stainless tankers will *cut deadheading 50% and increase our revenue* 25%. I can't think of a more open-and-shut case for Stainless tankers. We have 25 now and we'll add about four new ones every year for the next five years or so."

When you add to your fleet, think about Stainless Steel tankers. And remember this: *In the long run, Stainless Steel will save you money.*

USS is a registered trademark of United States Steel

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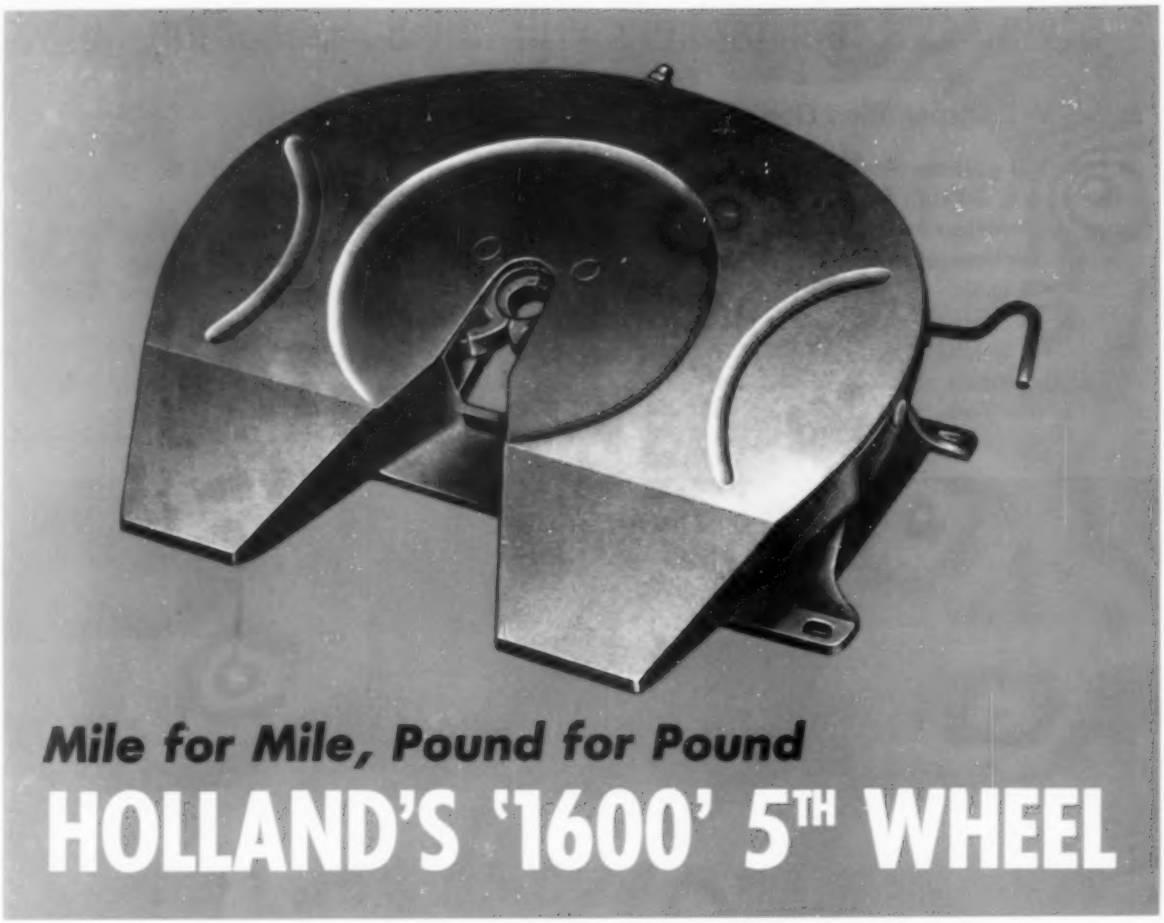
American Steel & Wire–Cleveland
Columbia-Geneva Steel–San Francisco
National Tube–Pittsburgh
Tennessee Coal & Iron–Fairfield, Alabama
United States Steel Supply–Warehouse Distributors
United States Steel Export Company

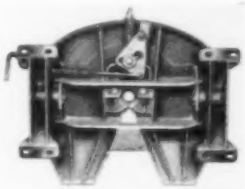
USS United States Steel



Is The Greatest Value For Over-The-Highway Transportation

EVERYTHING YOU WANT — AND THEN SOME — AT A PRICE!

This is Holland's new entry in the Fifth Wheel popularity sweepstakes, and it is every inch, every ounce the winner it is meant to be. It has the low weight for the greater payloads. It has the rugged, tough-muscled strength for standing up to all over the highway demands. It has the mechanical coupling ease that only Holland's exclusive spring lock provides, — plus the smooth-machined full grip upon the whole of the king pin that makes it preferred over all other locks. It has oversize saddle-type brackets that take up the wear automatically, that spread the load over a large area, — in either standard, low or flange-type for any desired installation. It requires no mounting plate. It is clean, streamlined quality throughout, — and it offers all this advanced, engineered value at a price that is sure to put you on the "1600" bandwagon. Ask for your free copy of the new Holland Hitch Fifth Wheel Catalog that gives all the details on this and all the other famous Holland Fifth Wheels.



HOLLAND HITCH COMPANY • HOLLAND, MICHIGAN

Holland Hitch

EASTERN MAINTENANCE MEN'S ANNUAL CONFERENCE irons out many bus maintenance problems, shows . . .

How Fleetmen Swap PM "Know-how"

THE JOB OF A GOOD FLEET PUBLICATION involves a lot more than merely gathering stories and getting out issues. In order to really serve the field, FLEET OWNER editors spend a large part of their time in activities that don't directly result in stories. The Eastern Maintenance Men's Conference is one example. This group recently held its 24th annual meeting at the Park Sheraton Hotel, in New York. Its objective over the years has been to promote the interchange of information on efficient maintenance.

These meetings were first organized and were sponsored until last year by FLEET OWNER's sister publication, BUS TRANSPORTATION. When BT discontinued publication in January, 1957, FO immediately assumed responsibility for the meetings.

On hand for this year's meeting in March were some 60 maintenance executives representing 32 bus companies in the New England and the Middle Atlantic states area. These fleets operate a total of more than 20,000 vehicles.

Here's how the meetings work: Operators planning to attend send in questions ahead of time on problems that have given them trouble during the past year. (The agenda for this year's meeting covered more than 75 problems in bus maintenance, design and engineering.) These are used as a guide for discussion, the different operators exchanging their experiences—all of which adds up to an invaluable pool of knowledge that no single fleet could afford. And the meeting also serves as a tip-off to problems that an operator might not yet have had to deal with.

Products are freely discussed. No manufacturer's representatives a tend the sessions, so the maintenance men can speak without embarrassment, giving their off-the-cuff impressions. Although FLEET OWNER editors attend, they take no notes at the meeting.

Among the bus companies represented at the March meeting were: Public Service Coordinated Transport, Newark, N. J.; New York City Transit Authority, Fifth Avenue Coach Lines, The Greyhound Corp., Syracuse Transit Co., Rochester Transit Corp., Niagara Frontier Transit System, all of New York; Trenton Transit; Harrisburg Railways Co.; Washington, Virginia & Maryland Coach Co.; Lehigh Valley Transit Co.; Delaware Coach Co.; Middlesex & Boston St. Ry Co.; Southern Penna Bus Co.; Yonkers Railroad Co.

PERFORMANCE IS THE PAYOFF!

That's why Bendix Electric Fuel Pump Sales are Zooming

There's no substitute for on-the-job performance. That's why people who have tried all the others always come back to the Bendix* Electric Fuel Pump when they need "must do" performance. The Bendix pump has passed all the tests. Under military supervision, it proved itself at 114° Fahrenheit as well as at 76° below zero. No other pump *anywhere near its price class* could make the grade. The Bendix Electric Fuel Pump is easy to install and service, delivers more gallons per hour—and *positively eliminates vapor lock.* It's the best fuel pump built.

*REG. U.S. PAT. OFF.

Bendix

ELECTRIC FUEL PUMP

BENDIX AVIATION CORP. (Eclipse Machine Div.), Elmira, N. Y.

NO RED TAPE

with new PureTruck Credit Plan

No more month-long processing of hundreds of tickets from individual truck stops. You get one consolidated statement for all purchases your drivers make when you use the new PureTruck Credit Plan. You pay one bill! Fact is, you can even tell us the date or dates of the month you want to be billed.

It's the quickest, easiest, least expensive way we've found yet to simplify your credit procedures and ours.

Member of
ATA Foundation

PLUS THESE BENEFITS:

1. You can have invoices specifically identified by units for cost-control purposes.
2. You can designate the specific PureTruck Stations at which your units stop.
3. You can control over-the-road costs by limiting products and services.

PURE has the TruckStops . . .

BE SURE WITH PURE

Invest pennies and save thousands of dollars!

It only takes a few minutes to change one—yet gasoline and diesel truck fleet operators are saving thousands of dollars with Purolator Micronic* Dry Type Air Filters.

Fleet records show that Purolator Dry Type Filters greatly extend the period between engine overhauls . . . they provide *positive* protection that helps prevent expensive major repairs and down-time.

Purolator Dry Type Filters provide *positive* filtration . . . every bit of air must pass through them before reaching the engine. Unlike oil bath filters, which depend on air velocity controlled by engine speed for peak performance, the dry type works at maximum efficiency regardless of engine speed. In fact, the dry type gains in efficiency as the dirt load increases.

Purolator Dry Type Air Filters cut maintenance expense, too. They have a low initial cost, can be cleaned and re-used several times, and are quickly and easily changed without any oily mess.

There's a Purolator Dry Type Air Filter for all makes of truck or industrial engines . . . to safeguard the engine against any on-the-job dirt condition. For complete information, send for your free Air Filter catalog, or call your near-by Purolator Supplier.

*"Purolator" Reg. U. S. Pat. Off.

FOR MAXIMUM ENGINE PROTECTION

PUROLATOR

Oil, Air & Fuel Filters

PUROLATOR PRODUCTS INC. Rahway, N. J.; Toronto, Ontario, Canada

MAIL THIS COUPON TODAY!

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Yes, I want more information about dry-type filtration for fleets.

Name_____

Company Name_____

Address_____

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GO with REYCO®

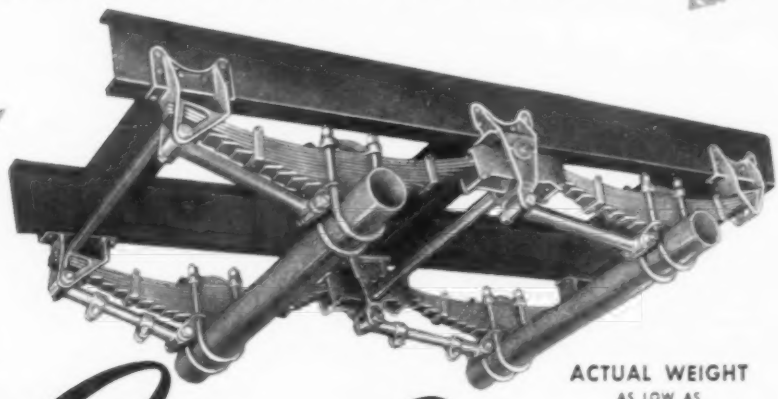
GO with lightest weight...

GO with greatest payload...

GO with lowest first cost...

GO with lowest maintenance cost...

GO see your REYCO dealer!



"30" series Champion

ACTUAL WEIGHT
AS LOW AS
614 LBS.

T-158

SALES AND SERVICE NATION-WIDE

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REYNOLDS MANUFACTURING CO.

SPRINGFIELD, MISSOURI

FLEET OWNER

AUTOMOTIVE

Showcase

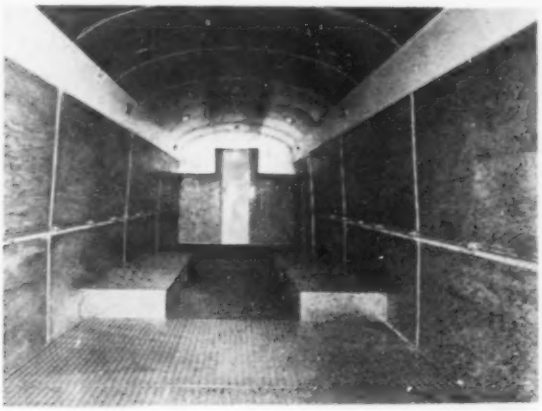
8 PAGES OF NEW PRODUCTS FOR THE FLEET OPERATOR

JUNE, 1958

This month's feature:

INTERCITY PASSENGER COACH does double duty as combination passenger-freight carrier.

PASSENGER AREA features reclining seats, air conditioning, solex glass and other comforts. Rear of coach (below) is fitted to handle 900 to 1450 cu ft of freight.



Passengers Or Freight? This Cargocoach Has First-Class Accommodations for Both

DESIGNED AND BUILT by the Crown Coach Corp. of Los Angeles, Calif., these cargocoaches are now available in a variety of sizes and combinations of cargo and passenger areas. Basically, they come in two standard lengths, 35 and 40 ft. The 35-footer is a two-axle unit with a wheelbase of 232 in., accommodations for 12 passengers and 915 cu ft of cargo space.

TWENTY PASSENGERS CAN BE ACCOMMODATED in the 40 ft model, a three-axle unit with a wheelbase of 275 in., GVW of 50,000 pounds, and unladen weight of approximately 25,000 pounds. The bulkhead between passenger and freight areas can be equipped with sliding door if desired.

The coaches are powered by Hall-Scott gasoline or LPG engines or the Cummins NHH-6-B diesel. Engine is mounted amidship under the floor. Fuller transmissions are used, including Roadranger. Timken axles, Ross Steering (power optional), Spicer drive shaft and Westinghouse air compressor are standard.

CARGO TIE-DOWN FITTINGS ARE USED for control of cargo in the rear compartment. Rows of aircraft track, manufactured by General Logistics Division of Aeroquip Corp., are installed along coach sides. Cargo ring fittings snap into the track at any desired point. These straps, called WEBLOCKS, attach to cargo rings and hold cargo securely.

Tires

HIGHWAY TRUCK TIRE has "Penntron" construction, said to be 40% stronger than other cord constructions. Super strength and resiliency reduce bruising, and tire growth is controlled to prevent channel cracking. New tread compound, "Pennprene B" is said to give longer mileage. Comes in standard sizes. *Pennsylvania Tire Co, Mansfield, Ohio.*

NYLON CORD TIRE called Dayton Thorobred Blue Ribbon tire, features Twin Safe-T-Lok Tread design. Tire is available in sizes for 14 and 15-in. wheels. Outstanding feature of tire, according to maker, is its six-ply rating, all-nylon construction. *Dayton Rubber Co, Dayton 1, Ohio.*

TIRE GAGES substitute watch-size dial for conventional measuring rod. Available in all standard calibrations for trucks and passenger cars. It's part of a new line introduced by Messko of West Germany. *Omega Service Parts Corp, Empire State Bldg, New York 1, N. Y.*

NEW TRUCK TIRE is claimed to give up to 10% greater mileage than the model it supersedes, with no change in price. Named the Traction Rib Service, it is said to have a wider and deeper tread than the Highway tire which it replaces. *General Tire & Rubber Co, Akron, Ohio.*

TIRE-CHANGING TOOL called "Slik-Stik" is claimed to improve mounting and demounting operations on late-model changers. Used with center-post type changing machines (any make, any year), it can change both tubeless and tube-type tires from 12 to 17-in. diameter. Slik-Stik is precision-forged from a special chrome-nickel alloy tool steel and is heat-treated, for hardness to resist wear. Each end of the tool is specifically designed, one for mounting heads on the rim, and the other for demounting. Maker says it does not force or shear tire bead over rim flange. Over-all length is 35 in. *Ken-Tool Mfg Co, Akron, Ohio.*

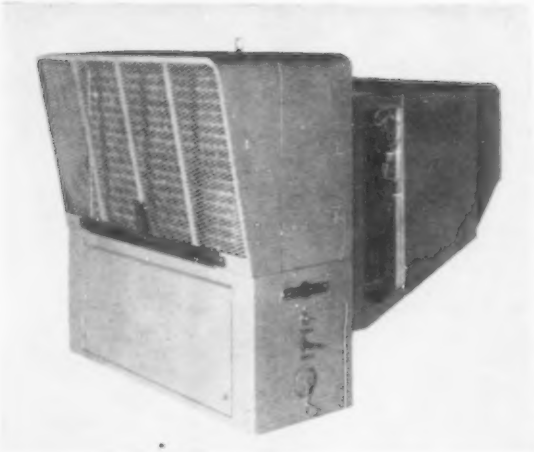
TIRE BRANDING METHOD, called Tattoo, this new product is a rubber patch with the owner's name, serial number or other identification die-cut into it. It measures 3¾ in. by 1¾ in. and is bonded to tires by a cold vulcanizing process which requires no special equipment. Guaranteed by maker for the life of the tire. *B & W Products, Inc, 46½ Public Square, Shelbyville, Ind.*

TUBELESS TIRE PATCH (No. 6626-25) is constructed with square woven nylon-mesh fabric sandwiched between two layers of uncured rubber. Maker claims nylon reinforcement prevents repairs from "blowing through" in cases of severe impacts or jolts to tire. *Dill Mfg Co, 700 E 82 St, Cleveland 3, Ohio.*

NEW SEALANT IN TUBELESS-TIRE REPAIR KIT. Tyre-X sealant, a nonflammable product, is said to have strong adhesive power and to be self-vulcanizing. Sealant is just one part of the Tyre-X kit for mending punctures. Other items include ¼-in. and ⅜-in. patented rubber plugs with steel washer molded inside plug to prevent penetration by inserting rod. *Tyre-X Products, Inc, 71-09 Austin St, Forest Hills 75, N. Y.*

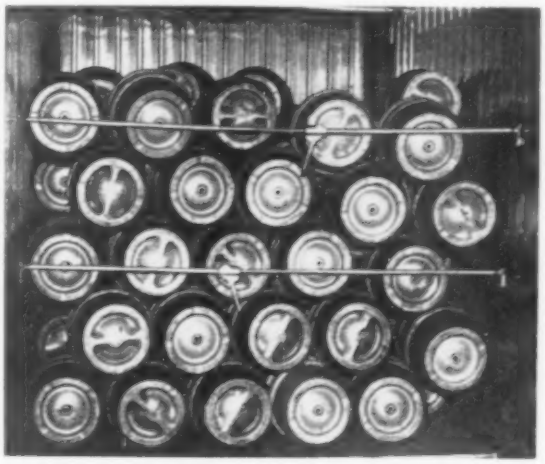
AIR PRESSURE GAGES that equalize air pressure between duals have been permanently added to Carlan valve mechanism. According to maker, this addition enables truck operators to know at a glance the correct pressure carried by all four tires. *Carlan Instruments Co, Cranston 9, R. I.*

VALVE STEM PROTECTOR that slips on, is said to prevent valve stem from dropping into tire casing in event of flat. Maker says it has a specially designed clip which is held firmly in position by a friction-type slip-on holder. There's also a heavy-duty crush-proof valve cap which protects valve stem core and prevents thread damage. *Carlan Instruments Co, Inc, 1375 Park Ave, Cranston 9, R. I.*



Refrigeration Unit

This mechanical refrigeration unit for reefer trailers, known as the "Trailmaster," has been added to the "Arctic Traveler" line. Designated Model TE-200, the unit weighs 1085 lb installed and is said to occupy a minimum of payload space. It maintains 35 deg in trailers up to 40 ft long, with a minimum of 3 in. insulation. Powered electrically, whether in transit or at the dock, the Trailmaster consists of one piece, self-contained, hermetically sealed, refrigeration unit designed for mounting through a prepared opening in the upper front wall of the trailer. An engine-generator package, designed for mounting beneath the trailer floor, supplies 230-volt, 3-phase electric power for in-transit use. *American Mfg Co, Montgomery, Ala.*

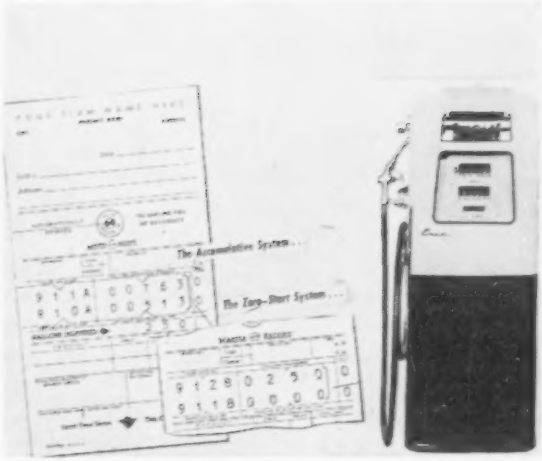


Load Protectors

Here are some new load protectors designed to prevent shipments of all kinds from sliding and falling in transit. Called "Load Stops," the protectors have friction-type jacks which adjust the length to fit all truck sizes. They also have pads on either end, which are made of heavy-duty rubber, and which hold the Load Stops firmly in place. Load Stops may be positioned either parallel to the back of the truck or up to a 30-degree angle. They're constructed of steel and electrically welded, and although lightweight and easy to handle, the manufacturer claims they are rugged and almost indestructable. Easy to install, says the manufacturer, and adaptable to most applications. *Load Stop Mfg Co, 6750 NW 37th Ave, Miami, Fla.*

Truck Tank

This truck tank has been designed for minimum maintenance and faster fuel delivery. Known as the "Town & Country" Platformer truck tank, it is designed without traditional pumping system housing or bucket. Advantages of this design are: easy accessibility to controls from both sides, delivery of different products from a central point, elimination of retracing steps to engage power take-off and pumps. Truck has removable weatherproof meter cabinet with disappearing door. Complete delivery system is color-coded as an additional safety precaution. Meter cabinet is said to have enough room for 100 gpm meters with set stops and ticket printers. *Farrell Mfg Co, 804 W Cass St, Joliet, Ill.*



Ticket Printer Pump

A new line of computing pumps or dispensers for remote control, each equipped with ticket printer device, have been designed for truck stops or other garages where printed receipt for each delivery is desired. These computing pumps can be operated with or without ticket feature service. Two types of tickets are used—Accumulative or Zero-Set, as shown in picture at left. Each ticket indicates number of gallons delivered, identifies each delivery by number and product dispensed by letter. Model 844-4 is the Computing Pump with ticket printer, Model 845-4 is Computing Dispenser for remote pumping. Included in dispenser are starting switch for remote pump motor, and hydraulic control valve. *Erie Meter System, Inc, Erie, Pa.*

Short Cab for Conventional Tractor

This truck tractor is claimed by Mack to be the shortest conventional heavy-duty tractor cab in production. It measures only 89 in. from front of bumper to back of cab, and is a full 13 in. shorter than Mack's standard conventional arrangement. It is available in two models: the B-66, powered with Thermodyne gasoline, and the B-67 by diesel engines. Reduced length was accomplished by moving the B-model countour-cab forward, allowing the engine to project slightly into the cab. A small reinforced fiberglass cover is fitted over the portion of the engine protruding under the cowl. Removal of fiberglass cover and three small dash sections permits complete and easy access to rear portion of engine for maintenance. By tilting engine slightly to right, driver space has been enlarged. Featured is air heating and ventilating system with outlet facing directly toward drivers feet, legs where the warm and cool air is most needed. *Mack Trucks, Inc, 1355 W Front St, Plainfield, N. J.*

Auto-Body Damage Repair

Lightweight orbital sander has been designed for finishing repairs made with the new plastics in use today. It has a vacuum system with attached bag that picks up plastic dust. Remaining powder, because of sander's motion, drops to a paper on floor for easy disposal. No. 40 grit aluminum-oxide production paper is used on sander to produce ivory smooth surface in very few minutes. Preparation and painting are the same as for solder. *Porter-Cable, 120 Exchange St, Syracuse 4, N. Y.*

Shop equipment

RADII CONES for machining front drums on 1958 Pontiacs and Chevrolet cars. They fit brake drum lathes with a 1-in. arbor. Reducer sleeves are available to fit ¾-in. and 11/16-in. step arbors. *Barrett Equipment Co, St. Louis, Mo.*

AIR-POWERED PARTS CLEANER. The Magnus Mini-Dip air-powered parts cleaner is a bench-type machine with built-in air motor that fits the top of any standard 5, 6, or 15-gal. open-head container. Handles up to 50 lb of parts at a time. *Equipment Div, Magnus Chemical Co, South Ave, Garwood, N. J.*

TUNE-UP HOIST that puts mechanic right over engines. With this hoist maker says "hard-to-reach" distributors, carburetor linkage, heater components, etc., are made more accessible. "Hang-Over" hoist is adjustable to all convenient working heights. Constructed of highest quality steel tubing. *Robinair Mfg Corp, 28635 Mound Rd, Warren, Mich.*

POWER TIMING LIGHT with stroboscopic flash. No. 121 "Cold-Circuit" tests 6, 12, 24, 48-volt ignition systems and magneto systems with no adjustment. Weight: 12 oz. *E. Edelman & Co, 2332 Logan Blvd, Chicago 47, Ill.*

POWER TIMING LIGHT, (Hanson Model 24) works off either 6 or 12-volt car battery without changeover or adjustment. Simple clips connect to battery and sparkplug cable. Case is chrome-plated die-cast. *Harvey F. Hanson Co, Lake & Commercial Sts, Paw-Paw, Mich.*

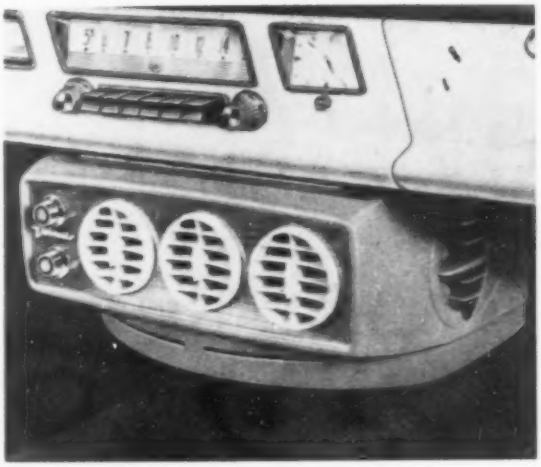
IMPROVED HEADLIGHT-AIMER KIT. Trulite Aimer Kit (Model 1472) is an improved version of the 1957 kit. Aimer is made of die-cast magnesium and weighs 22 oz. Included in kit are pair of magnesium aimers with a compensating level; a pair of steel wall brackets; steel service sign and slide rule-type checking device that shows condition of light. *John Bean Div, Food Machinery and Chemical Corp, Lansing 4, Mich.*

AUTO BODY-REPAIR UNIT. The Porto-Power hydraulic "Pull-Dozer" pulls damaged sheet metal from outside the vehicle at point of impact. Pull-Dozer is powered by a 10-ton Porto Power ram. Portable unit is constructed of heat-treated aluminum alloy. Ram is separated from pump by 6-ft flexible hose. Set of attachments include two hooked chains, two C-Clamps, bumper chain hook, pull plate and panel puller. *Blackhawk Mfg Co, 5325 W Rogers St, Milwaukee 46, Wis.*

LOW-COST SPARK ANALYZER. Unit is said to function on all battery and magneto ignition systems, permitting the mechanic to detect bad plugs quickly without removing them from the engine. Spark analyzer weighs only 1¾ lb. Price $9.95. *Fox Valley Instrument Co, Highway 27, Cheboygan, Mich.*

SPEED WRENCH SETS AND STRAP-VISE are said to make it easier to assemle re-usable Hoze-Lok fittings onto rubber-covered no-skive hydraulic hose. Each set includes speeder with revolving grip, sliding T-handle for greater leverage if needed, adapters and wrenches to cover a range of hex sizes. Larger set accommodates all fittings for hose up through 1⅛-in. inside diameter in the single-wire braid construction and 1¼-in. in the double-wire braid hose. *W. D. Wynant, Parker Fittings & Hose Div, Parker-Hannifin Corp, 17325 Euclid Ave, Cleveland 12, Ohio.*

VACUUM CLEANER HOSE that is flexible, light weight, and heavy-duty, designed for maximum wear resistance used "wet" or "dry." Dur-A-Vac hose is fabricated from neoprene compounded for high-tensile strength, tear resistance, and resistance to abrasion, chemicals, solvents, oils, grease, water and heat. Its spiral corrugated design permits hose to bend around small radii without collapsing. *Durkee-Atwood Co, 215-A 7th St, NE, Minneapolis, Minn.*

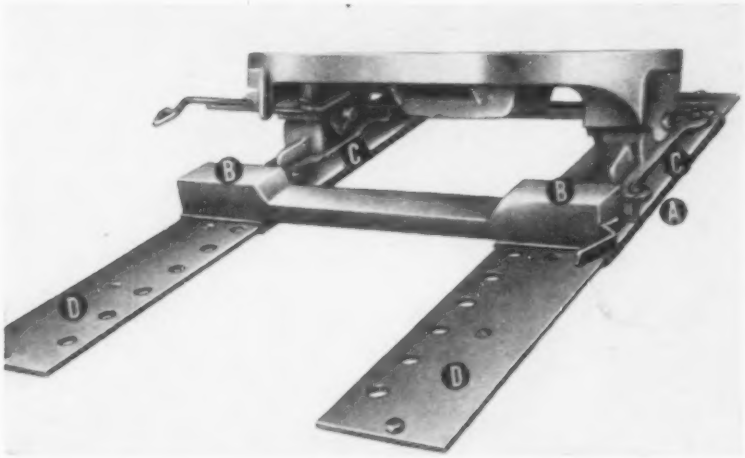


Auto Air Conditioner

This new Vornado air conditioner has a crescent-shaped evaporator or cooling coil, and the unit itself has been designed to fit under the dashboard. Five air circulators instead of the usual two or three, are used to develop greater cooling effect. Each of the three air vents on the front of the unit are adjustable up or down and rotate over a 360-deg radius to afford more complete air control throughout the car. In addition to these three vents, the air conditioner has an adjustable vent on each side. Air volumes are controlled by a 3-speed blower adjustment. Cooling power for unit is developed by a "Power Mite" compressor that is said to have a greater displacement, and more compact design. *O. A. Sutton Corp, Inc, Wichita, Kan.*

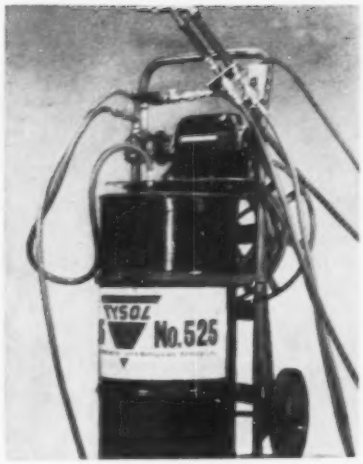
Two-Way Mobile Radio

This new 100-watt mobile radio with transistorized power supply has been added to Motorola's "T-Power" radio line. The "T-Power" equipment includes 60-watt radiophones in the 144-174 MC band and 50 and 100-watt units in the 25-54 MC band. Four transitors are used in the 100-watt radio to replace both the vibrator and the dynamotor. Equipment has black finned, highly effective heat sinks which conduct heat from the externally mounted transistors for optimum operation. Radiophones operate from any 12-volt primary power source with either positive or negative ground. Models are available with a conventional noise squelch. *Motorola Communications & Electronics, Inc, 4510 W Augusta Blvd, Chicago 51, Ill.*



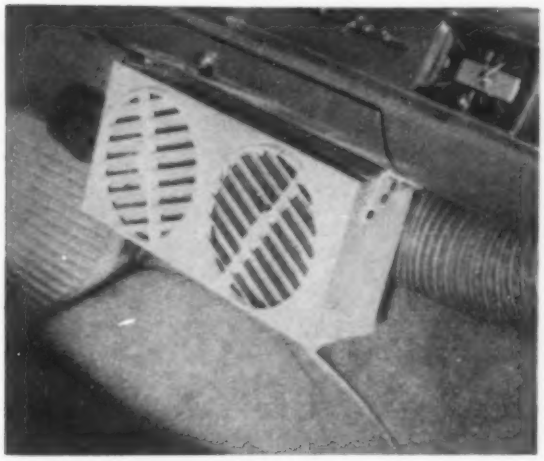
Easy to Install Sliding Fifth-Wheel Mount

Designed to be operated without the use of any tools, manufacturer claims this sliding fifth wheel mount can be installed on any truck, regardless of frame width, without welding, cutting, or fabrication. Mount consists of two parts. One is a set of two flat rails (D in photo) which are bolted to chassis. The second part is a sliding unit (C) which slides back and forth on the stationary rails. Sliding unit grips the rails much the same as one half of a curtain rod grips the other half. Fifth wheel is mounted on the sliding unit. In a housing on this sliding unit are two steel spring-loaded pins (at points B). When engaged in any one of a series of matching holes on stationary rails, they lock the fifth wheel in position. Pins engaged themselves automatically. Actual movement of fifth wheel is accomplished by locking the trailer brakes, then moving wheel with tractor. Unit is shipped assembled and complete. *SFR Enterprises, 5812 N Oak St, Trafficway, Kansas City 16, Mo.*



Portable Spray Cleaner

Combination includes Tysol Spray Cleaning Unit (No. 525) and Tysol Cleaning and Rinse Gun (No. 500). Maker says it removes grease and heavily encrusted deposits of oil and dirt from all vehicles. It is completely portable and requires no heat for cleaning or rinsing operations. Model No. 500 cleaning and rinse gun adjusts for all unequal air and water pressures, and controls use of water and spray pattern. *Tysol Prod, 333 No Michigan Ave, Chicago 1, Ill.*



Auto Air-Conditioner

This automobile air-conditioner is an "install-it-yourself" unit, which maker says requires no experience to install. It fits most 1951-1958 trucks, automobiles, station wagons, and taxis. Cooling cabinet is 6 in. high and 13 in. long, mounts either under dash or in trunk. Two adjustable grilles direct cool air to any part of vehicle. Cooling cabinet can be connected directly to heater blower or bought with 3-speed built-in blower. Compressor and other parts mount under hood; total weight: 85 lb. Lowers temperature 30 deg and reduces humidity. Air conditioner can also be purchased factory-charged with gas. Rubber-hose connections are used throughout. *Kool Engineering Corp, 1320 N Clybourn Ave, Chicago 18, Ill.*

Air-Hammer Kit

Maker claims any semi-skilled operator can remove average muffler and tailpipe in three minutes with this air-hammer kit. It consists of a Superior SP-700 air hammer, a flat chisel to knock off bolts or nuts, and a muffler cutter to strip off the collar. The SP-700 air hammer weighs 3½ lb and measures 8 in. over-all. It has a metering trigger that controls hammer blows from 0 to 2800 per minute so that semi-skilled help can easily do the job without damaging the pipes. A beehive type spring retainer holds cutting tool so operator can easily rotate hammer in any direction while still in use. The air hammer operates on any standard compressor. Kit sells for $79.95 complete. *Superior Pneumatic & Mfg, Inc, 4758 Warner Rd, Cleveland 25, Ohio.*

Brakes

BRAKE SHOE HOLD-DOWN KITS to help speed up brake work. Wagner No. F1-480 contains 38 kits of 8 sizes for complete coverage of all passenger cars and trucks equipped with servo-type brakes. Each kit contains springs, pins and washers for one brake assembly. Kit parts are rust resistant. *Wagner Electric Corp, 6400 Plymouth Ave, St. Louis 14, Mo.*

BRAKE-CONTROL CABLE ASSEMBLY is claimed to increase braking efficiency as much as 50%. Cadmium-plated swaged end fittings are designed to exceed tensile strength of strand. Conduit is weather-sealed for longer life. Maker says cable assembly will not snake, curl, or fail under compressive loads. Made in lengths and sizes for all automotive equipment, it is designed as companion piece to Orscheln auxiliary brake lever. *Orscheln Brake Lever Co, Moberly, Mo.*

BRAKE ATTACHMENT called "Maxibrake" is air-released and spring-applied. With this addition to service system, brakes are automatically applied when air supply is depleted. Driver controls brake attachments with hand valve located in cab. If air pressure drops below 60 psi, brake attachment automatically begins to brake the vehicle. *Maxi Corp, PO Terminal Box 3129, Los Angeles 54, Calif.*

HEAVY-DUTY BRAKE FLUID, marketed as "MoPar Hi-Temp", has a minimum boiling point of 390 deg F. Maker claims this is nearly 100 deg higher than current specifications established by the Society of Automotive Engineers for "heavy-duty" brake fluid. New fluid is claimed to have no damaging effect on rubber parts in braking system, thereby minimizing chance of leakage and loss of pressure. *Chrysler Corp, Detroit 31, Mich.*

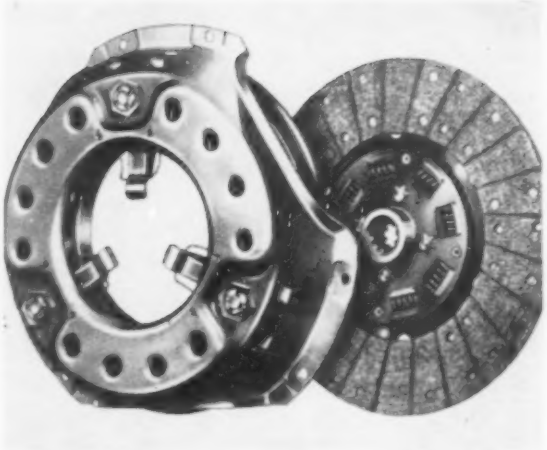
BLEED VALVE guaranteed by manufacturer to be clog-proof, and to last life of truck, is for air tanks of all types, including truck and bus air tanks. It enables maintenance men to simplify bleeding procedures, since water can be expelled just by touching pin, thereby eliminating need for pliers or wrench to loosen tight petcocks. If air tank is not accessible, a cord can be attached to pin. Can also be used as double check on automatic bleaders. *Carlan Instrument Co, 1375 Park Ave, Cranston, R. I.*

HYDRAULIC BRAKE FLUID trademarked "400 Extra", is said to withstand temperatures up to 400 deg F, and to flow at temperatures down to 60 deg below zero F, thus eliminating stiff winter brake pedal. It can be used in every vehicle new or old, with hydraulic brakes. Available in 12-oz. pint, quart, gallon, 2½, 5, 30 and 54 gal. sizes. *The Bell Co, Inc, 411 N Wolcott Ave, Chicago 22, Ill.*

BREAKAWAY VALVE FOR POWER BRAKES utilizes nylon ball check said to defy wear. The nylon ball check prevents valve from fluttering or vibrating at any speed. Vertical positioning makes the valve completely self-draining. Moisture and corrosion-causing elements drain right through the valve. *Power Brake Parts Mfg Co, 3441 S Racine Ave, Chicago 8, Ill.*

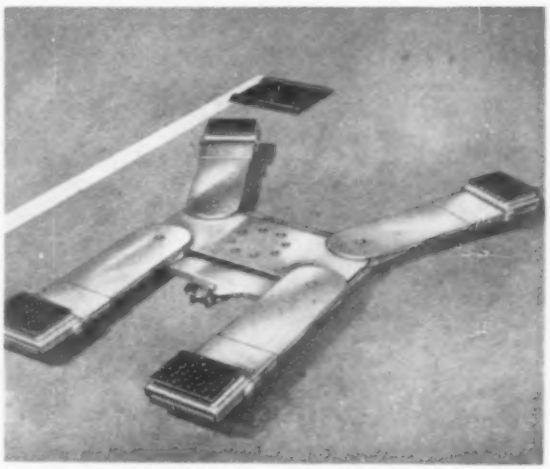
NEW HEAVY-DUTY AIR BRAKE is announced for Timken trailer axles. It's a 16½ x 8½-in. "P" series brake for TK-500 axles with load rating of 18,000 lb on the tires for each axle. Ten-stud, lightweight hubs and drums are available for brakes in this size. The new brake is in addition to three other units in the "P" series. *Timken-Detroit Axle Div, Rockwell Spring and Axle Co, Detroit, Mich.*

BRAKE LINING GROOVER attachment for Model 2000 "Safe-Arc" brake shoe grinder. It can be used to put ½-in. or ⅝-in. grooves in linings in cases where manufacturer recommends grooving the lining down the center. Called No. 4550, it fits all Ammco "Safe-Arc" brake shoe grinders. *Ammco Tools, Inc., 2100 Commonwealth Ave., North Chicago, Ill.*



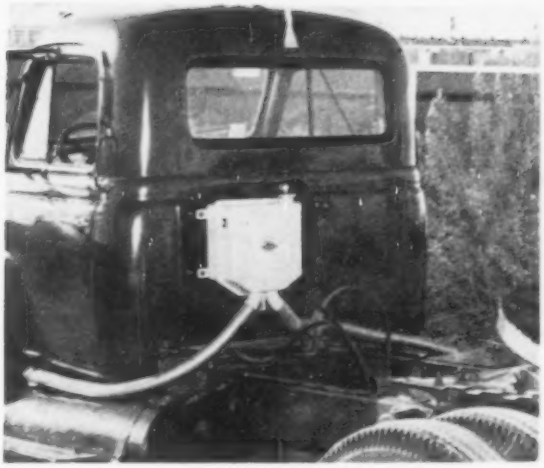
DP Heavy-Duty Clutches

The new DPB series of direct-pressure, heavy-duty clutches has been especially designed for truck, tractor, bus and industrial use. A 12-in. single-plate unit, the new dry-disk clutch is rated for engines up to and including 300 ft-lb gross torque. Chrome silicon cylindrical type pressure springs, together with insulating washers under each spring, provide resistance to fade and maintain a more constant clutch torque capacity. Maker claims this assures longer clutch life. Facing area is 155.4 sq. in. with a unit pressure up to 27.8 lb psi. It has a maximum release bearing load of 464 lb at full release. Internal clutch lever linkage is available with optional needle bearing construction. *Lipe-Rollway Corp, Syracuse 1, N.Y.*



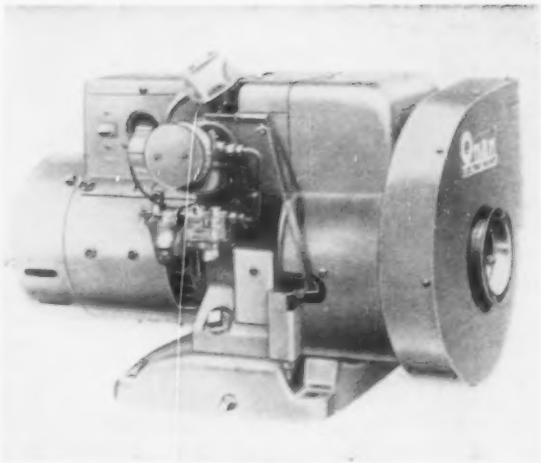
Automotive Chassis Lift

This new automotive chassis lift, called "Quick Spot," features a one-piece superstructure with four movable arms. The lift is said to adapt to any car chassis, including 1958 models. With the use of the four basic arm patterns, cars can be lifted to prescribed pick-up points. Arms have integral pads which slide for long or short adjustments. Other design features: a one-wheel locator for guiding left front wheel, automatically centering every car for balanced lifting; a hole in each pad center which allows a handle to be inserted for sliding or raising pads, and Joyce non-rotatable device and safety latch for jacking unit (available at slight extra cost). Height of lift rise is 70 in. *The Joyce-Cridland Co, Dayton 3, Ohio.*



Tamper-Proof Fuel Meter

Called Sentinel Fuel Meter, this meter, which mounts on truck, registers the amount of gas actually pumped into truck's gas tank. Maker claims meter gives accuracy well within 1%, and enables the fleet owner to maintain a system of fuel control that is completely tamper-proof from the intake filler to the carburetor. Fuel passes from meter to fuel tank through flexible steel hose. All joints between meter and tanks are self-locking through the use of steel locking rings, and also leak-proof. Gage plates, drain plugs, and fuel line fittings are positively sealed by Sentinel's trademarked and serially numbered self-vulcanizing tape, so that at no point may fuel be removed. *Sentinel Products Corp, Temple, Tex.*

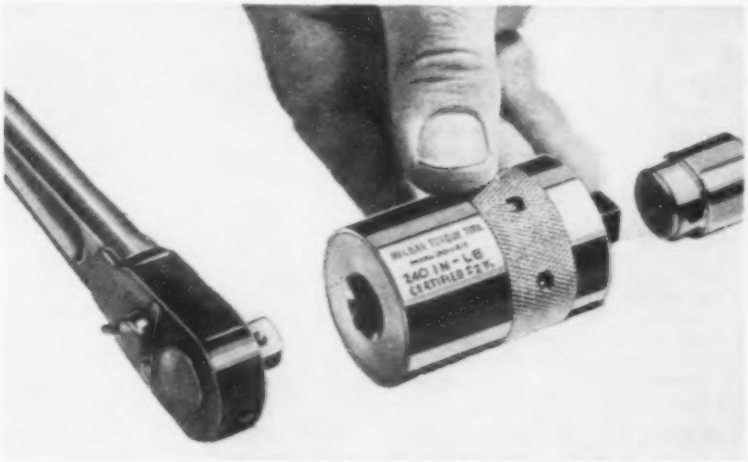


Combination AC/DC Generating Plant

This gasoline-driven electric generating plant comes in 1KW and 2KW sizes, each with a high 30-amp regulated 12-volt, DC battery charging circuit. In addition to the DC battery charging circuit, each of the two units will provide either 1000 or 2000 watts (according to their rating) of AC power for the operation of electric tools and floodlights. They are designed specifically for charging batteries on work trucks or other vehicles which have a high current drain imposed upon them by lights and communication equipment. Electric plants, instead of the vehicle engine, keep truck batteries constantly charged while at the job site. They are equipped with Vacu-Flo Cooling. *W. W. Onan & Sons Inc, Minneapolis, Minn.*

Electric Nibbling Shears

This column-mounted electric throatless nibbling shear operates at 1725 cutting strokes per minute. The throatless design permits the work to be turned in any position so that any shape may be cut on the shear. Three models are available: Model BN-1 has a cutting capacity of 14 gage in mild steel, 18 gage in stainless; Model BN-2 will cut up to 10 gage mild, 14 gage stainless, and Model BN-3 will cut mild steel up to 3/16 in. *Beverly Shear Mfg Co, 3001 W 11th St, Chicago, Ill.*



Pre-Set Torque Tool For Hard-to-Reach Places

New compact torque tool is designed to facilitate torqueing in hard-to-reach places. Called Milbar Torque Tool, it features a single setting and is available in a wide range of torque settings. It is designed so that one end fits the square drive of standard drive of sockets, while the other end fits the square drive of any ratchet or other hand wrench. When threaded fastener, which is to be tightened, has been drawn up to its predetermined torque, the release mechanism incorporated in the Milbar permits 5 deg free rotation. Upon release, tool automatically resets itself. Operation of the tool is entirely dependent on touch, so that it is particularly valuable in noisy areas and in applications where dial type wrench cannot be easily read. In addition to its principal uses for torqueing spark plugs and threaded fasteners, the Milbar is also useful as a master torque gage for checking accuracy of conventional torque wrenches. *The Milbar Corp, Cleveland, Ohio*

ALL-PURPOSE STEEL UTILITY BOX for pick-up trucks. Trademarked Impact "Stowaway," it features a Tamper-Proof key lock and a full-length continuous hinge. Panels are reinforced and quilted for rigidity. Capacity is approximately 8.2 cu ft, weight 60 lb. *Ray Brown Automotive, 5656 Santa Monica Blvd, Los Angeles 38, Calif*

DRUM TOP (Bennett Bilt Drum Top—Model 65) converts any 55-gal. drum into self-closing waste receptacle. It is equipped with one adjustable and two rigid clamps that lock top to drum rim. *Bennett Mfg Co, Inc, Alden, N.Y.*

CAB COOLER with fiberglass housing is said to require minimum modifications for installation. It mounts on roof of vehicles and its auxiliary fuel tank for the 4.1-hp 4-cycle engine can be mounted on top of regular gas tank. This self-powered unit has an air-cooled engine and includes a 4.32 cu-in. Onan F-12 compressor. *D. W. Onan & Sons, Minneapolis, Minn.*

NEW TRACTOR-TRAILER BRAKE SYSTEM is said to virtually eliminate jackknifing due to unequal air-brake application. It employs the venturi system—applying multiple-axle brakes in sequence. Valve and tee combinations use the service-line air pressure to apply brakes in train reaction, beginning with axle farthest from tractor, and releasing in opposite sequence. Called the Williams Anti-Jackknife System, it uses the principle of controlled volume to make it function correctly, without interfering with the balanced pressure. Brake application is the same on all vehicles, whether the truck is traveling solo or in train. This is said to also result in longer drum life and more equal brake shoe wear. The unit is low in cost and simple to install as it requires no modification of existing brake plumbing. Tractors equipped with the system may be operated with conventionally-equipped trailers. *Power Brake Equipment Co, Portland, Ore.*

AIR HORN called Traffic Master, has been added to Hadley line. It is claimed to be more powerful with longer sound range. Horn is 37 in. overall, with 7-in. bell, and mounts on any truck or tractor equipped with air brakes. *Hadley Mfg Co, c/o Wilson Advertising Agency, 3418 Delta Ave. Cincinnati, Ohio.*

MIRROR ASSEMBLY. KD-71 West Coast type Jumbo mirror assembly's added hinged arm, reinforced by inner tubing, folds inside fender and body line. Four 2-piece telescoping arms provide in-and-out, forward and rear adjustments. KD-71 has 6½x16¾ in. replaceable silvered plate glass. *K-D Lamp Co, 1910 Elm St, Cincinnati 10, Ohio.*

PLASTIC FILLER trademarked DC-3 comes in a 2-can kit that can be mixed to give user a choice of finishes from rubber-like flexibility to steel hardness. It's claimed to be non-toxic, non-shrinking—and as a non-conductor it can be used for electric insulation. It's said to withstand 800 deg F from a blowtorch. Can be used to repair metal, wood, plastic, fiberglass, masonry or any material that can be surface-roughened. *Plastics Div, Dynatron Corp, West Hartford 10, Conn.*

LIGHT-WEIGHT MECHANICAL REEFER UNIT (Model-A Leader series) has been added to "Arctic Traveler" line. It weighs 340 lb, and is said to maintain 35 to 40 deg F in delivery trucks 10 to 18 ft in length, under severe operating conditions. Powered directly by truck engine, it consists of self-contained, one-piece "factory package" (including condenser, receiver, evaporator and controls) which installs above cab. A highspeed automotive compressor mounted beneath truck body and driven by a heavy duty power-take-off is connected to unit by flexible freon lines, equipped with self-sealing couplings. Temperature control is effected by an electric clutch actuated by a thermostatic switch. Another feature is Frostomatic (automatic defrost system). Also available is Model AE with a heavy-duty 2-hp electric stand-by motor for overnight refrigeration. *American Mfg Co, Box 989, Montgomery 2, Ala.*

Ed Eckert reports on:

Products In Use

LAST MONTH, we started this column as our answer to the problem of how to keep you up to date on what has happened to some of the "new products" you may have read about a year or so ago.

In December 1955, for instance, FLEET OWNER reported on the results of tests made by the Los Angeles County Air Pollution Control District on a new muffler developed by the Clayton Manufacturing Company in El Monte, California. At that time, their laboratory tests proved the muffler, in addition to reducing overall hydrocarbon emission by 97%, also cut carbon monoxide content of the exhaust 81%. Other elements reduced by the muffler included the aldehydes (40%), and acetylene (69%).

Since then, the Los Angeles City Schools system has installed these anti-smog mufflers on the buses and some of the later ones are coming out with them as original equipment. Here's the story on how they are made and how they work.

Chromium-nickel stainless steel . . .

. . . seems to be the answer to their long life. When they were first introduced, the manufacturer claimed an expected life of 150,000 miles or better. According to latest reports this claim seems to be holding up. Some of the units already have seen more than 100,000 miles of successful operation.

The muffler is actually an afterburner designed to dispose of the unburned fuels present in the exhaust system of a gasoline engine. It consists of a primary burning tube (pilot tube) through which the bulk of the exhaust gases pass during operations of low exhaust volume. Air is introduced through an adjustable opening into this tube and the resulting mixture is ignited by a long-reach sparkplug.

As the exhaust volume increases, the excess exhaust gases pass through an area surrounding the pilot tube and are mixed with additional fresh air that enters the muffler shell through another rectangular opening that is also adjustable. This portion of the exhaust mixture is burned in the same combustion area as that of the pilot tube. Baffles in the exit tube of the unit prevent flame from coming out of the tail pipe.

Modified mufflers are being developed . . .

. . . for passenger cars and small trucks. The current model was developed for heavy-duty gasoline trucks and buses with engines in the 550-cu. in. piston displacement and larger.

In order to prevent the afterburner plug firing during initial starting period, when an excessive rich mixture might cause a backfire, an oil-pressure switch opens the circuit until normal oil pressure is reached. During deceleration, a dashpot-type throttle delay mechanism is used to control the closing of the carburetor butterfly valve. By retarding throttle closing, more air passes through the carburetor intake to burn residual fuels in the engine. Also, this action prevents high intake manifold vacuum, thus reducing the surge of fuel into the exhaust system.

In order to withstand operating temperatures up to 1300 F, Type 321 stainless steel is used for the inner shell of the muffler and for all internal parts, including the pilot air blade, venturi system, tubes and burner cones. Components are largely sheet metal stampings or formed, welded sub-assemblies. Current models are said to be interchangeable with standard mufflers.

Dodge has increased its share of heavy-duty-truck sales by 54%... the reasons why are important to you!

Latest annual registration figures prove that Dodge has increased its share of heavy-duty-truck sales by a whopping 54% over the previous year. These *reasons why* are especially important to fleet owners:

Dodge Heavy-Duty Truck Centers. New conveniently located Dodge Heavy-Duty Truck Centers stock a wide range of medium- and heavy-duty trucks. The Center serving your local Dodge dealer makes possible prompt delivery of the model truck you need . . . quick conversion to your exact specifications and equipment requirements . . . super-fast parts service.

Dodge fleet financing plan helps you operate an efficient, modern fleet of trucks without depleting your working capital.

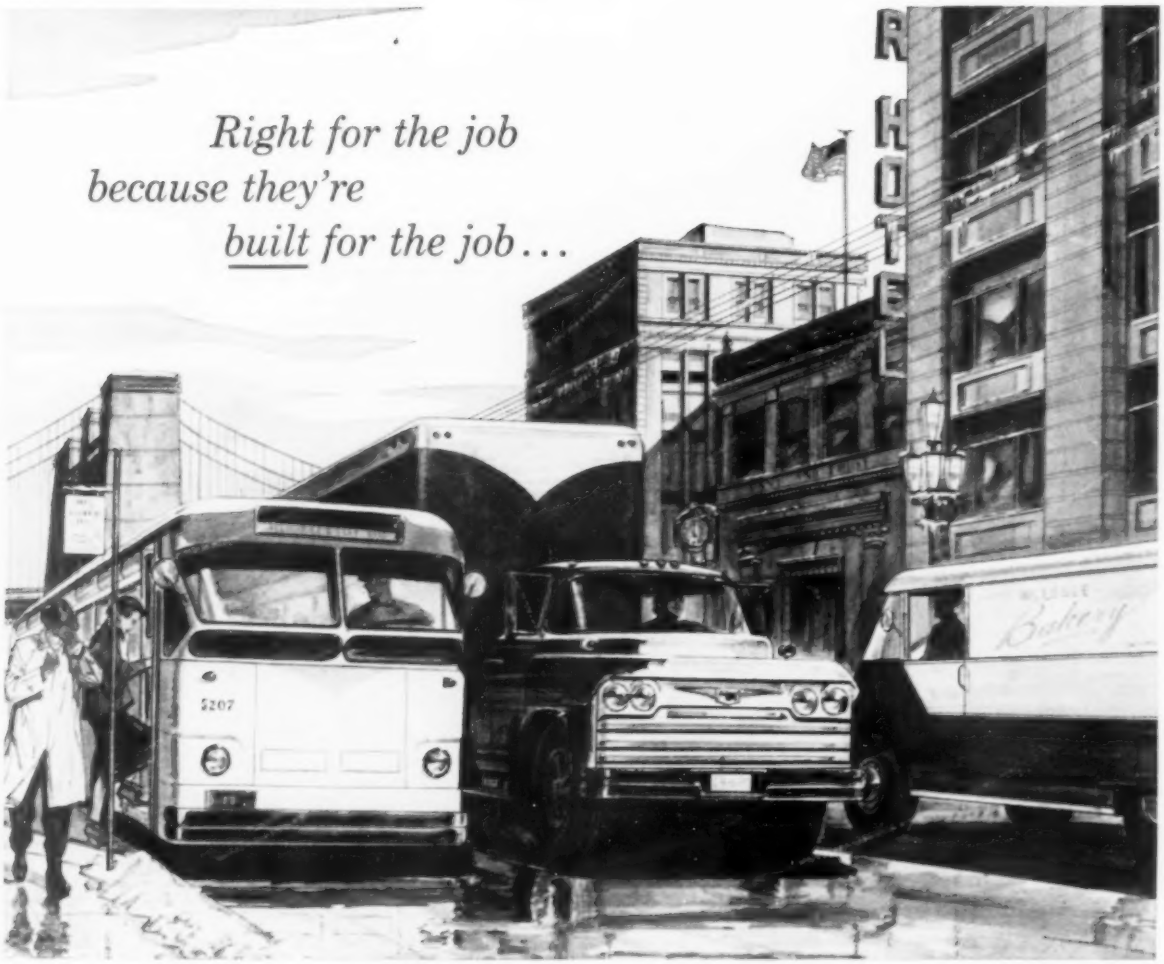
Dodge power—up to 234 hp.—makes short work of your toughest hauling problems. The big V-8 engine gives you reserve power for long pulls, lets you meet schedules right on the nose.

Dodge payloads are at an all-time high, with some *Power Giant* models giving as much as 1/3 more payload than competitive models. You save trips . . . save time . . . save money.

Dodge economy starts with low price, and continues with top mileage on *regular* gasoline. The exclusive Power-Dome V-8 engine keeps maintenance and down time at a minimum, too.

Find out all the reasons why Dodge heavy-duty trucks are making such sales gains—see your Dodge dealer soon!

DODGE *PowerGiants*



EVANS HEATERS ARE RIGHT FOR TRUCKS BECAUSE THEY'RE BUILT FOR TRUCKS

Evans heaters . . . designed specifically for trucks and buses . . . are built for heavy-duty operation.

An Evans heater keeps the driver comfortable with a continuous flow of fresh, warm air. It also provides ample defrosting, keeping the windshield and side windows clear at all times.

Evans heaters do a better heating job because they provide both high BTU ratings and proper heat distribution. Without proper heat *distribution*, high BTU ratings are meaningless.

There's an Evans Heater for every commercial vehicle in use today. Each is backed with a parts "repair or replace" warranty good for a full year or 50,000 miles, whichever occurs first.

If you want the best "heat insurance" you can buy for your trucks, write for full information to Evans Products Company, Dept. R-6, Plymouth, Michigan.

Regional Representatives: Cleveland, Frank A. Chase
Chicago, R. A. Lennox Co., Inc.; Detroit, Chas. F. Murray Sales Co.
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EVANS PRODUCTS COMPANY ALSO PRODUCES:

railroad loading equipment, bicycles and velocipedes, Evaneer® fir plywood, fir lumber, Evanite® battery separators, Evanite® hardboard, Haskelite building panels, Plymetl, and doors.

EVANS PRODUCTS COMPANY • PLYMOUTH, MICHIGAN

YOUR HIGHWAY TO

Low Fleet Maintenance

Mobil's Simplified PM System helps cut breakdown causes . . . improve fleet performance and profits!

Fleet operators everywhere are finding that Mobil's Simplified PM System works wonders in improving fleet operation. It's so simple . . . just three parts: *Record Folder, Work Sheet, Driver's Report*—all supplied by Mobil . . . along with helpful advice on setting up a handy Control Blackboard that keeps you posted on maintenance schedules. Eliminates excessive paperwork, yet provides valuable records for you. Most important of all, it can help keep your fleet out of the shop and on the road—making money for you!

Mobil

Correct Lubrication

ANOTHER REASON YOU'RE MILES AHEAD WITH MOBIL

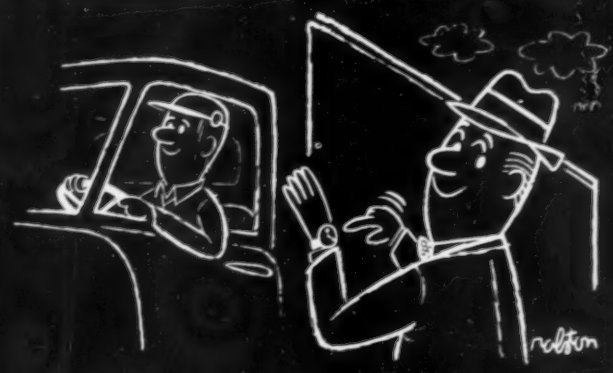
Available—film on fleet safety, maintenance. Call nearest Socony Mobil office.

SOCONY MOBIL OIL COMPANY, INC., and Affiliates: MAGNOLIA PETROLEUM CO., GENERAL PETROLEUM CORP.

NED'S GOING NOWHERE

an ordinary tire let him down

but TOM'S ALREADY THERE with



U.S. ROYAL TRUCK TIRES

fleet-proved against road delays!

Ask Cooper-Jarrett, Denver-Chicago, Watson Bros. or any of thousands more big fleet operators. They've proved 1958's great U. S. Royals insure against route delays, drop costly downtime, step up on-schedule arrivals like nothing else on the road!

There are dozens of reasons why: every one an engineering advance that other tires just don't have. For instance, SAFETY STEEL SHIELD®—virtually invulnerable to cuts and ruptures in the vital tread area. DOUBLE-STRENGTH NYLON—twice as strong as any other cord. ERVU Anti-oxidant—improves crack resistance 300%.

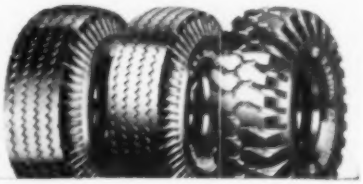
Get full proof now—call your U. S. Royal Dealer. And don't forget . . . it's smart to specify fleet-proved U. S. Royals on your new equipment!

U.S.Royal Tires

U. S. ROYAL FLEETWAY®—favorite for all-around highway performance

U. S. ROYAL Super FLEETWAY—extra tread for long-distance runs at lowest per-mile cost

U. S. ROYAL FLEETMASTER®—70% deeper anti-skid tread—extra mileage *plus* extra traction



United States Rubber

Rockefeller Center, New York 20, N. Y.

In Canada: Dominion Rubber Co., Ltd.

Data Sheet No. 111

How to Select Hand Lift Trucks

IN MANY HANDLING SYSTEMS, the handy hand lift truck is basic, either as a primary or supplementary piece of muscle-saving equipment. Used for low-lift and horizontal movement of unitized loads (on pallets or skids) it's lightweight and maneuverable; can go where many a larger piece of equipment cannot—inside the truck, and in areas where floor-load capacity or low underclearance is a problem. It's comparatively low-cost, too, and can thus be justified on an intermittent basis.

But like any other piece of equipment, it's important to get the right truck for the job. Here's information that will help you select. It's based on a handbook by the Association of Lift Truck and Portable Elevator Manufacturers.

Skids or pallets? First of all, the type truck you select depends on whether you use skids or pallets. The chief difference, of course, is that pallets are designed for stacking. See drawings at bottom for details on both types.

Mechanical or hydraulic? There are two types of lift mechanism: mechanical (single or multi-stroke) and hydraulic. If the load is 2500 lb or less, the single-stroke mechanical lift is probably your answer. For loads over 2500 lb the multi-stroke lift is recommended. Hydraulic lift has the advantage of controlled release. The operator can lower the load quickly, slowly, or at medium speed. He can stop it at any time and start it again. He can also select length of the stroke and the amount of effort needed for lifting. For more on this, see diagrams, next page.

Skid truck dimensions: The loaded skid should rarely overhang the truck's width by more than 8 in. If it does, the load may be unstable. Since centering the load is extremely important, guide rails can be installed on the skid's underside for this purpose. On narrow trucks (18 in.) minimum clearance between frame sides and inside edges of skid legs should be 1 in. On wide models (25 in.) the recommended clearance is 2 in.

Standard platform lengths are 26, 42 and 48 in. Overhang can go as high as 25%. But a skid 48 in. or less should not overhang truck frame by much more than 6 in. A skid 54 in. or longer can overhang 12 in. if not used on ramps. A skid that's too short prevents spotting close to the wall.

Pallet truck dimensions: Length should be the same as the pallet length. Standard frame lengths are 40 and 48 in. Standard over-all width of the split frame is 27 in.

Clearance for the fork to enter should be 3⅝ to 4 in. And very important on double-face pallets are the openings in the bottom deck (both decks if the pallet is reversible) for the fork's wheels to drop through. For standard trucks, space between first and second deck boards should be at least 6 in., preferably 8 or 9 in.

More than one size skid or pallet can be used, provided the truck meets width and length requirements, and underclearance is the same. If weights of the loads vary, remember that over-capacity is preferable to a truck that's overloaded. Before deciding on sizes, be sure to check width of doors and aisles—and grades, if any.

Choice of wheels is important, too. When they're too small, a heavily-loaded truck will require more muscle power to move. Proper wheel selection will also decrease floor damage.

TWO BASIC TYPES are the skid (left) and pallet (right) hand lift trucks. Chief difference: the pallet truck has a split platform or forks, which permit clearance of the pallet's center support board or stringer. The skid truck may be either open frame or solid platform type. It may have a single frame which moves up during the lifting process, or a double frame—one fixed frame to which the wheels are attached, and a moveable frame for lifting. Standard lowered heights of skid frame are 6, 7 and 9 in. For pallet trucks the standard is 3½ in. On some models there's an adaptor available that permits the handling of both pallets and skids.

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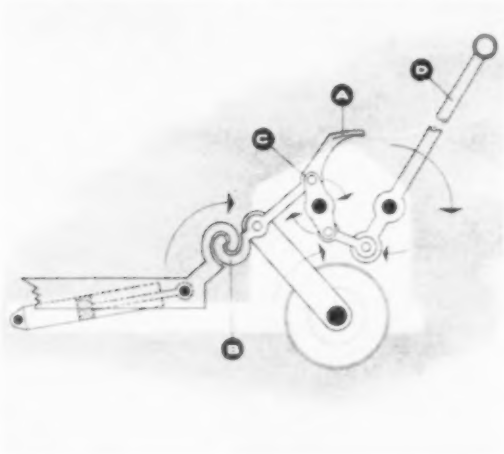
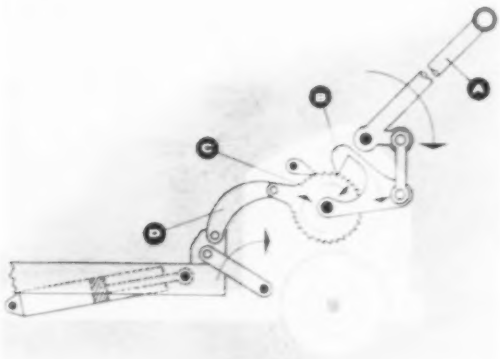
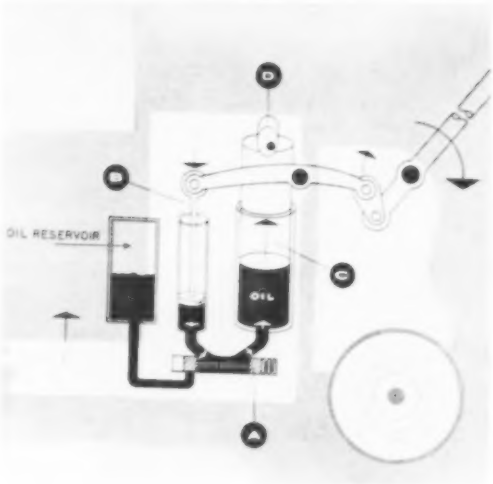


SINGLE-STROKE MECHANICAL LIFT depends on direct linkage to lift the load. Muscle power is aided by the leverage action provided by the construction of the lifting mechanism. The single-stroke mechanical is a light-duty truck, recommended for loads of 2500 lb or less. If the load is heavier, you will probably need a different type of equipment. The diagram at left shows how the single-stroke mechanism works. At point "A," the operator presses the pedal, causing the mechanical linkage to engage at points "B" and "C." Then, as handle "D" is moved down in a single stroke, the platform or forks are raised to lift the load. Lifting height of the skid truck is usually 1⅝ to 2½ in. For pallet trucks, the standard lift is 4 to 4½ in. The required lifting height should be checked carefully. Too much height means more muscle effort per lift than necessary. At the same time, the load must be lifted high enough so that truck frames and skid legs clear any ramps or inclines that may be encountered.



MULTI-STROKE MECHANICAL LIFT is recommended for loads weighing over 2500 lb, and for easier lifting of lighter loads. The number of strokes to complete the lift can often be varied, depending on whether a few long strokes or a number of short ones are used. Once the mechanism is engaged, the operator moves handle "A" down in a short stroke, causing ratchet "B" to turn the toothed wheel "C." Arm "D" is moved up and forward, causing the lifting action. The lifting is done in steps—as though the operator were using a pry bar to raise something a short distance, then propping it up, then lifting again. The lifting height of the multi-stroke skid type truck is usually 2 to 6 in. And for the pallet type, standard lifting height is 4 to 4½ in.



HYDRAULIC LIFT, of course, requires the least muscle. The operator can select the amount of effort he wants to use by selecting the length of the stroke. He can pull the operating lever down in one long stroke or several short ones. Or he can use one long stroke followed by numerous short ones. Another advantage: Operator can release the load downward quickly, at medium speed or slowly, depending on foot-pedal control. And he can stop the lowering movement at any time and start it again. A foot pedal, lever on the handle, or some other arrangement is used to set valve "A" in position for lifting. This valve arrangement controls flow of oil from reservoir to pump, to ram, and back again on release. As the pumping device is moved down, the lever action pushes piston "B" down and oil is pumped into the cylinder. Ram "C" is raised by hydraulic action and causes lifting action at point "D" which is connected to truck forks or platform. Lifting height of skid type is usually 2 to 6 in. And, again, for pallet trucks, it's 4 to 4½ in.

One of Scholz Homes' 35' Fruehauf Corrugated Steel Open Top Volume☆Vans at the firm's national headquarters and assembly plant in Toledo. The drop-frame, nearly 8' of inside height, and 93" of inside width give Scholz ample space for a complete home in each Trailer.

Each Fruehauf Open Top Volume★Van Contains A Complete Scholz Home

Leading Nationwide Builder Uses Corrugated Steel Fruehaufs for Dependable, Economical Delivery Direct to Building Sites

Scholz California Contemporary Homes are all prefabricated before delivery to homesites by Trailer from the firm's six plants in Toledo, Long Island, Durham, Kansas City, Fresno, and Lake Charles, Louisiana. One of the largest manufacturers of prefabricated buildings, Scholz markets a variety of California Contemporary models in all price ranges beginning at $10,000.

Many industries depend on Trailers as completely as Scholz Homes, Inc. does for direct delivery and high-speed distribution. In most every case, big Trailer-capacity is a decided economy advantage—and for many products it's an absolute necessity.

High capacity open tops fill the bill perfectly for Scholz California Homes because unloading from the top by crane is standard procedure at building sites. And the generous inside dimensions of the Volume☆Van enable Scholz to fit a complete small home or half a large one in each Trailer.

Hundreds of non-perishable products can be economically shipped by open top van, and numerous shippers and carriers take advantage of the open top's flexibility. For this reason, Fruehauf builds the broadest line of steel, aluminum, and stainless steel open tops for sale or lease. You can get immediate delivery on most models. For details about the low cost, high capacity Fruehauf open top that will do *your* job most economically, call your nearby Fruehauf Branch or mail in the coupon below.

FRUEHAUF TRAILERS

For Forty-Four Years — More Fruehauf Trailers on the Road Than Any Other Make!

World's Largest Builder of Truck-Trailers

FRUEHAUF TRAILER COMPANY

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SEND FULL DETAILS AT NO OBLIGATION ON THE FOLLOWING TYPES OF OPEN TOP VOLUME☆VANS:

☐ Corrugated Steel ☐ Corrugated Aluminum
☐ Stainless Steel ☐ Exterior Post Aluminum

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____

This Truck is "All Shook Up" by a field-rebuilt, unbalanced clutch

The owner is "shook up," too. Three months ago, he installed a *field*-rebuilt clutch bought "at a price." Now, it has failed . . . and with it the crank-shaft, throwout and main bearings. A complete overhaul of drive-line components, from crankshaft to differential is necessary.

Just 3 Inch-Ounces of Unbalance Caused the Damage!

Unfortunately, you can't detect such a small unbalance without sensitive testing machinery. Just a few dollars more for a genuine Lipe Guaranteed Clutch at the time of replacement would have insured the owner the use of such factory equipment . . . and saved him a $500 to $800 overhaul job on his truck today. Here's why:

9 out of 10 Rebuilders Are Not Equipped to Balance a Clutch Properly

Adequate testing machinery – much of it electronically equipped–is expensive. The field rebuilder usually doesn't have it. Many of them "make do" with something less.

All Parts in All Lipe Clutches Must Conform to the Same Material and Precision Standards

From our experience in supplying clutches to 54 makers of heavy-duty equipment, comes the know-how that goes into the manufacture of the Lipe Guaranteed Clutch. That is why we can unconditionally guarantee our product to be unequalled by field rebuilders.

Look for this red and white Factory Seal when you take delivery on a Lipe Guaranteed Clutch for replacement service. It is your assurance of long, trouble-free life and *big* long-run savings!

SEND FOR OUR FREE "Clutch Facts" Booklet

Tells how to get more life from your heavy-duty clutches and what to look for when replacing them.

Find Your Nearest Dealer In The Yellow Pages

Lipe-Rollway Corporation
Syracuse 1, N. Y.

the 3-R's* for servicing hydraulic brake systems...

*REFILL

Surpasses S.A.E. Specifications

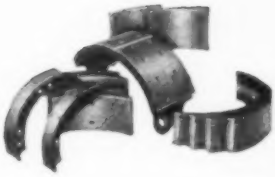
with Wagner Lockheed Brake Fluid

...it's balanced to function under all driving conditions

*REPLACE

with Wagner Lockheed Brake Parts

...they're the same high quality as original equipment



*RELINE

with Wagner Brake Lining, Blocks, or Exchange Shoes

...unsurpassed for quick, safe, smooth stops

Wagner Electric Corporation
6480 PLYMOUTH AVENUE, ST. LOUIS 14, MO., U. S. A.
(Branches in principal cities in U. S. A. and in Canada)

WA58-15A

Wagner Lockheed
the best known name in brake service

LOCKHEED BRAKE PARTS, FLUID, EXCHANGE SHOES and LINING • AIR HORNS • AIR BRAKES • TACHOGRAPHS • ELECTRIC MOTORS • TRANSFORMERS • INDUSTRIAL BRAKES

Nylon cuts Norwalk's tire costs

"Nylon cord tires have reduced carcass breaks and road delays. Now we get more service from our 3,400 vehicles, at lower cost"

REPORTS HERALD HOWELL, TIRE MANAGER AT NORWALK TRUCK LINES IN OHIO

"Today all the replacement tires we buy are made with nylon cord," says Mr. Howell, shown above as he and Norwalk's maintenance supervisor inspect a set of nylons. "I expect about 125,000 miles' service on original tread and 40,000 miles on each retread with the 10:00x20 extra tread tires shown here. Our mileage records indicate that nylon cord tires last 10% longer on original tread than tires made with ordinary tire cord. What's more, costly road delays have all but disappeared with the use of nylon. When recapped, these tires stand up better because the tire body is tougher and runs cooler."

Operating out of Michigan, Indiana, and northern Ohio, Norwalk's 500 delivery trucks, 950 tractors and 1,950 trailers get heavy service, mostly on main highways where the heat generated by high speeds is severe.

"We started switching to nylon cord tires in the spring of 1953," says Mr. Howell, "and plan to complete the change-over among our 42 tire banks as soon as possible."

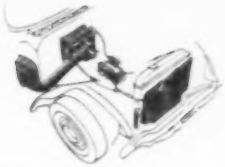
PROVE TO YOURSELF that nylon's advantages lead to lower tire costs, whatever road and load conditions are. Du Pont makes the tough nylon that goes into the tire. You can get long-lasting nylon tires under any brand name. Ask your dealer to tell you about nylon cord tires.

BETTER THINGS FOR BETTER LIVING
...THROUGH CHEMISTRY

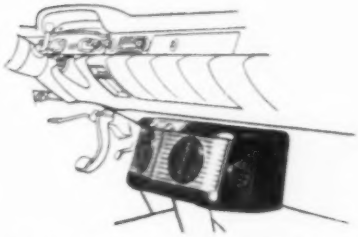
DU PONT

THE SAFEST, STRONGEST TIRES ARE MADE WITH NYLON

TAKE THE HEAT OUT OF YOUR FLEET!



CUSTOM . . . under the hood



COOL-PACK . . . under the dash

Get Harrison Air-Conditioning Now For Your GM Cars and Trucks!

Wheeling your fleet can be a real treat . . . when it's Harrison air conditioned! Drivers stay on the job and remain alert to make a powerful selling impression for your company. Morale goes up as Harrison Air Conditioning brings the temperature down. A flick of the switch and cool, dehumidified air pours in to make your cars and trucks the coolest spots on the road. And with windows up, wind, dirt and road noise are locked out. Drivers emerge from every trip as fresh and neat as when they started. There's a Custom "under-the-hood" air conditioning system for every 1958 General Motors car. Also available now . . . the thrifty "under-the-dash" *Cool-Pack* for all '58 Chevrolet, Pontiac and Buick cars and most Chevrolet trucks. Ask your GM dealer about Harrison Air Conditioning . . . a cool cargo that will pay its own way every trip!

cool air by the carload

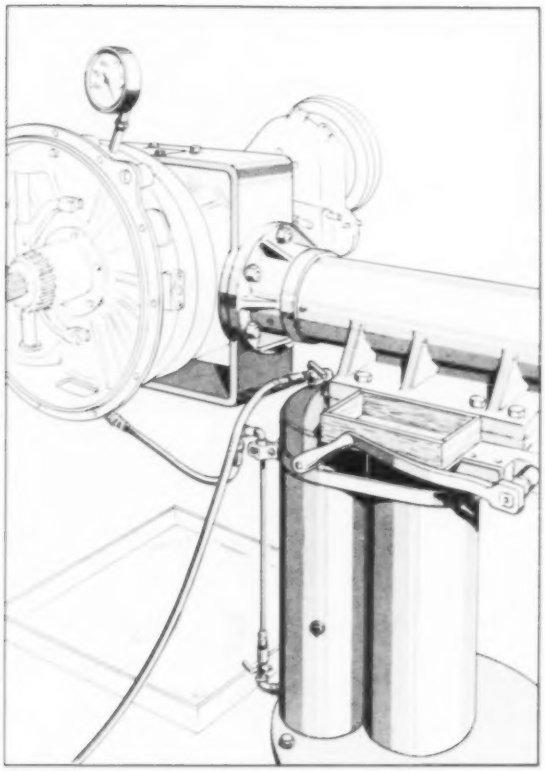
FROM THE PROGRESS OF THE PAST GM THE PROMISE OF THE FUTURE

HARRISON
AUTOMOTIVE AIR CONDITIONING

A GM PRODUCT—AVAILABLE AT YOUR GENERAL MOTORS DEALER

HARRISON RADIATOR DIVISION, GENERAL MOTORS CORPORATION, LOCKPORT, N. Y.

Shop Kinks: Five Ways to Speed

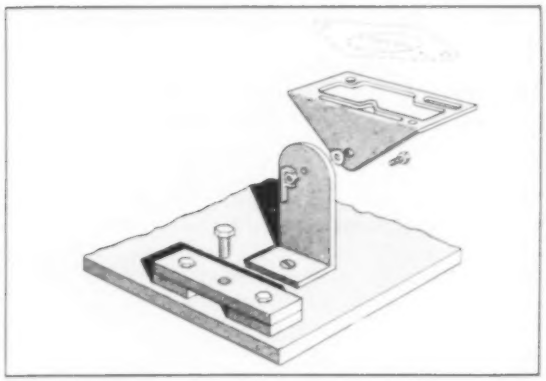


Turbine test rig . . .

. . . is a real time saver when it comes to testing the unit after overhaul. This shop-made apparatus combines the transmission test stand (also shop-made), fluid-supply tanks, necessary hoses and valves, into one neat package that makes the job of filling and pressure-testing a snap. Two old air cylinders were commandeered for use as fluid supply tanks. They were fitted for compressed-air connection at the top, oil-feed connection to turbine at the bottom.

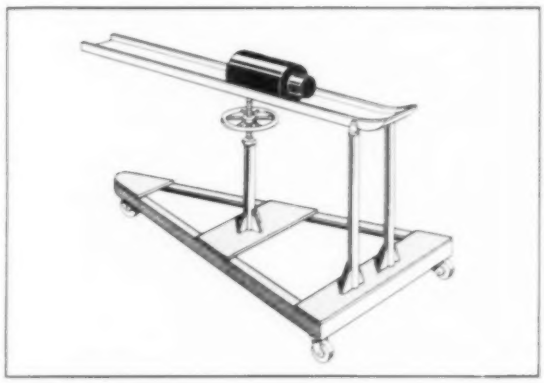
When it is time for the test, oil-feed line is connected at lower portion of casing and a pressure gage is placed at the top along with a vent. Compressed air from shop system is then used to force oil into turbine casing from the bottom, and air is vented at the top. When casing is full, vent is closed and casing is immediately subjected to desired pressure. When test is finished, air hose is disconnected and the petcock at top of the tank is used to bleed off the pressure and also act as a vent. The oil in the turbine casing flows back into the supply tanks by gravity and is ready for re-use on the next test.

For testing the front end of turbine alone, a blank plate (not shown) is made to fit over the face of the turbine. It is drilled to match bolt holes in casing flange. *$25 to Ed Amiot, San Francisco Municipal Railways, San Francisco, Calif.*



Carburetor stand . . .

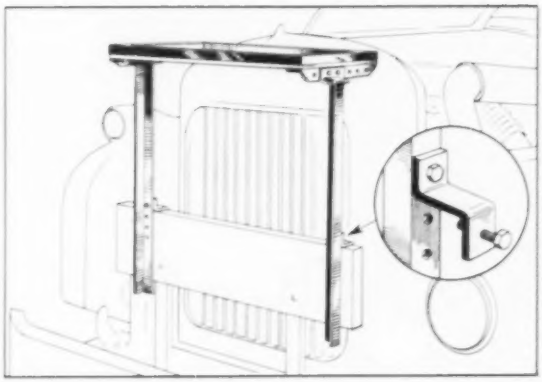
. . . is nothing more than a miniature engine test stand. Once the carburetor is mounted on the plate, the operator can turn it to any position desired. This leaves both his hands free to work on the unit while it is held firmly in place. The fuel pump can be mounted on the lower strip by means of cap bolt through pump flange. The slot below the mounting strip is for the pump-actuating lever, and the slot is designed so that when pump is mounted the lever is depressed and the diaphragm is in correct position. *$10 to Elmer C. Shirey, International Harvester Company, Fort Wayne, Ind.*



Rolling stand . . .

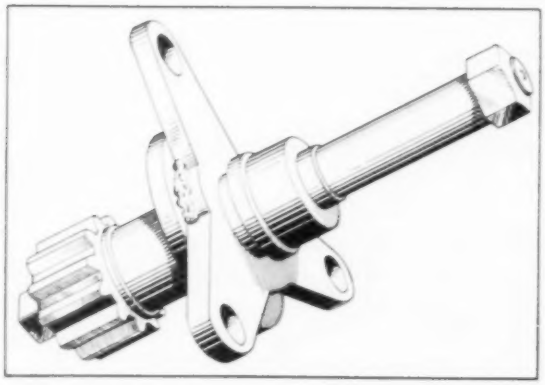
. . . simplifies the handling of heavy generators and other engine components. The stand can be made from materials that are available in almost any shop. Chief feature is the threaded rod and adjusting wheel which permits height adjustment in a given range. The "tray" on which the part is handled can be a discarded coach bumper. For handling generators, for instance, the stand is rolled into position and adjusted for height. The generator is dismounted onto the tray—which can then be rolled to the spot where the work is to be performed. *$10 to Fred Sellet, 599-88 Street, Brooklyn, N. Y.*

Repair Work



Handy tool tray . . .

. . . can be adapted to mount on the front bumper of almost any truck. When you have to work under the hood, it solves the problem of where to keep the tools that are needed for the job. And they will always be within easy reach. Feature of this "kink" is its flexibility. As shown, the mounting bracket for the tray has a series of holes so that it is adjustable "fore-and-aft" to compensate for varying front-end styles or sprung bumpers. The stand is also adjustable for height. *$10 to Ralph K. Roberts, New England Concrete Pipe Corp., Newton Upper Falls, Mass.*



Turning engine . . .

. . . is easy with this home-made jig. When you have to pull pistons, set valve lash, adjust generator drive spacer ring or do a number of other jobs, it is necessary to turn the engine over. To make this gadget, just take a discarded starter shaft and gear and modify it as shown. Yoke is made so that it can be bolted to the starter mounting holes. Tool is inserted through the starter opening and the gear-end meshes with the flywheel; ratchet and socket on other end make for easy turning. *$10 to John Wise, Reed Station, Cleveland Transit System, Cleveland, Ohio.*

In Brief . . .
4 Shop Kink Ideas

SOME OF THE BEST IDEAS are often the simplest. But simple ideas used to be a problem for Shop Kinks because it was a picture page. The answer? This special all-text "Ideas in Brief" column.

WANT TO CONTRIBUTE? Any shorties accepted are paid for at the flat rate of $5 per item. All other Kinks, at the rate of $10 for regular items and $25 for extra-good ones. All accepted material becomes the exclusive property of FLEET OWNER.

1. **COMPLETE DRAINAGE** of engine block in preparation for repair work can be made easier if rear end of vehicle is jacked up. Then, all draining can be done through radiator drain. This method gets almost all the fluid out of the water pump, eliminates the mess that generally results when draining from block fitting. *Leonard O. Gawin, Dairy Cooperative, Portland, Ore.*

2. **REVAMPED PARKING LIGHT CIRCUIT** can mean safer night driving. Reconnect parking light circuit so that it's energized with tail lights. Then, they will be on whenever the driving lights are on. If a headlight burns out, the parking light on that side acts as a marker, eliminates "one-eyed driving." *Charles Cohn, 7720 Marquette Avenue, Chicago 49, Ill.*

3. **SPARE GRINDING WHEELS** should be protected from damage in handling and storage. Cut rubber bands from old inner tubes and stretch them around face of wheels. *Elmer C. Shirey, International Harvester Company, Fort Wayne, Ind.*

4. **WATER-OUTLET MANIFOLDS** on GMC Series 71 engines can be salvaged when water bypass valve seat gets corroded. Just mill off about ¼ in. of manifold seat face and make an aluminum plate corresponding in size and shape to the portion removed. Reassemble housing to manifold, using a gasket on each side of plate. From here on, all you need do is renew plate as needed. *Walter M. West, South Carolina Electric & Gas Co., Charleston, S. C.*

GMC's NEW

a 90" BBC... lightweight

—NEW Payload Capacity!

This GMC weighs only 10,450 pounds, ready for the road. That lets you carry more tonnage than anything else in its weight class!

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This GMC's new "economy" Diesel power plant is economy-range governed. That holds its r.p.m.'s at the point of most efficient fuel use.

—NEW "Custom" Performance!

This new GMC offers a wide choice of power-train combinations tailored for the varying conditions of highway hauling in the 60,000-and-up GCW range.

—NEW Spacesaving Dimensions!

With its trim 90-inch cab, this new GMC accommodates 35′ or 40′ trailers in the 45′ or 50′ states – is ideal for interchange work!

—NEW Maintenance Savings!

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GMC

D860 DIESEL

highway tractor offering:

See your *GMC* dealer!

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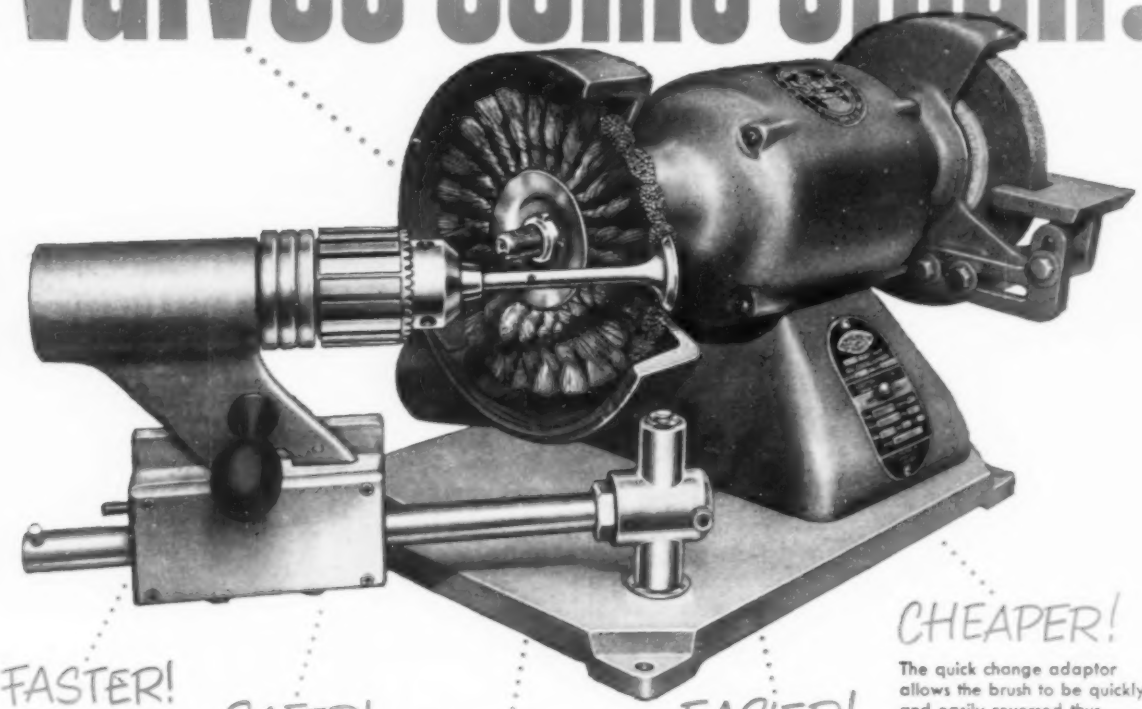
½ to 45 tons

Valves come clean!



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QUICK CHANGE ADAPTOR

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YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

FLEET

Will you be looking at new houses this summer? If so, a simplified checklist may be a good idea—whether you'll just be scouting for ideas to talk over with your architect, or searching in earnest to find a house before school starts in September.

Here are some basic construction pointers that apply to any new house no matter what style it is—traditional, contemporary or even super-electronic like Monsanto's new all-plastic cantilever.

Basement: Check for cracks in the floor—which mean thin concrete. Floor should be four inches thick, with steel mesh reinforcement. Look for spots of dampness in the walls—due to lack of waterproofing (cement plaster and tar) between masonry and the outside earth. Ask if the floor drains run to sewerage or drainage system, or in a country house, if they run to dry wells remote from the house. Don't be alarmed if you see a sump pump and generator—this may simply be a wise precaution in case of flash floods. But check carefully. It could mean excessive ground water.

Heavy wooden beams, in place of steel, are proper in some cases—if they are properly designed—usually not over eight or nine feet. Go upstairs and come down hard on your heels on the ground floor—any noticeable bounce or shaking probably means weak under-construction. Look for a termite shield in the basement—a metal strip betweeen the masonry wall and the first tier of wooden beams. Check for the letters "CONST" on exposed beams, indicating first-grade lumber. Don't be fooled by wideness of these beams—this is really no selling point. Their height in relation to width, and the type wood, are what determine strength.

Open the electric panel-board. A house in the $40,000-plus range should have something like 20 separate circuits—you can tell by counting the fuses or circuit breakers. Check the hot water tank—it should have a ten year guarantee, about an 80-gal capacity and an adequate recovery rate. An expert is needed for even a casual inspection of heating and air-conditioning systems. Poor systems can cost you plenty.

Outside hose or pool connections should have inside cut-off valves to prevent pipe-freezing in winter. Be sure there's a step-down of four to six inches from the basement to the garage—to keep gasoline fumes from entering the house. Check to see that single garage doors are nine feet wide, not eight. Double-doors are hard to operate, in spite of what the builder says. If your wife will handle them, you'll want a motor ($300 and up).

Shell: Look closely at the outside siding lumber—if it's grade-A, it's knot-free. If it's a brick house, check to see that the space between the bricks is even and that the mortar is not patched in color, which indicates a poor mix. And don't believe that brick or stone properly stops at the foundation level—because in an expensive house, it should go all the way to the ground. Brick veneer does not indicate cheapness in some localities where solid masonry is unduly expensive.

If you're looking at a flat or low-pitched roof, don't expect to see slate. Slate is fine on steep pitches, but tends to leak on a flat surface—and it's hotter, too. It costs about three times as much as asphalt shingle. There's a new trend

Continued on next page

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YOUR PERSONAL BUSINESS

Specially selected and edited for fleet owners from BUSINESS WEEK, a McGraw-Hill publication

Continued from preceding page

toward light-colored and white roofs—to reflect heat from low-built contemporary houses. Proper gutter material depends a lot on climate—no one type is best. As an example of what climate can do: Aluminum, unless specially treated, may not hold up well near the ocean because of salt in the air.

Interior: Double-laminated drywall (not standard plasterboard) is as good or even better than wet lathe-and-plaster. Cost is about the same. For a $40,000-or-more house, the allowance for wallpaper should be $5 to $10 per roll. Experience with radiant heating (in floors or walls) has been good; but it's usually only used in a house without a basement—and it can't be used in a dual equipment system along with air-conditioning. A staircase step-up should not rise more than seven inches for comfort.

Biggest new electronic trends—all tested and practical: dimmer controls for dining and living rooms ($30 a room); multiple switches for controlling lights in remote parts of the house and grounds ($300 to $500 for a complete job); built-in hi-fi speakers and inter-com systems (combined price will run you around $1200).

Bathroom tips based on complaints often made by new owners to builders and architects: compartmentalized bathrooms are fine, but the tub and shower should be separate. Square bathtubs waste space and are hard to keep clean. Shower stalls should be big enough to accommodate a stool. Exhaust fans are a must for comfort.

●

Neophyte campers are likely to have a fear of using gasoline cooking stoves and lanterns. Of course, gasoline can explode (and so can bottled gas) if it isn't handled with respect.

Yet experienced outdoorsmen use such equipment—particularly the Coleman-type gasoline stove—as a routine matter. Only a few common-sense precautions, they say, are necessary to insure safety.

The most important thing is to follow carefully the instructions with the appliances. They have built-in safety features. For example: The flame automatically goes out if a lamp or stove is knocked over. And construction is such that raw gasoline can't escape through the generator tube in the process of ignition.

Never carry gasoline in a glass container. If exposed to high heat, it can expand enough to break the glass, escape and explode. There's little danger of this if you use a metal container that closes tightly. Watch out for leaks, and don't store bottled gas in a room with an open flame.

●

Look for either Perthane or Strobane as one of the components of your next spray-bomb moth preventive. These two new chemicals are said to be safest and most effective in keeping stored woolens moth-free.

Your champagne taste will cost you a little more this fall. Disappointing grape harvests in France will cause a price jump, maybe 10% to 15%.

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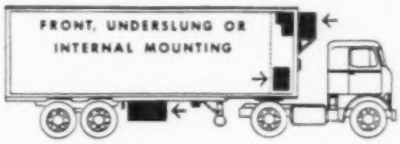

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Government surplus 10 ton twin boom Holmes wrecker, like new but priced at only $1445.00. Phone Charles E. Bailey.

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GUARANTEED! NEW-TRUCK PERFORMANCE!

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From Government Storage — these all-wheel-drive GMC 2½ ton 6x6's were specially designed by the U. S. Army to take the roughest terrain in all kinds of weather. These unused 6x6's can do the same for you in all your truck jobs; whether in a muddy field or along a super highway.

Processed — by Memphis Equipment Company — down to the last bolt to assure you of receiving the finest unused GMC 2½ ton 6x6 trucks available today. Parts available anywhere in the nation.

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MADE TO YOUR SPECIFICATIONS

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331 New Buses Delivered in April

BASED ON MONTHLY REPORTS from the manufacturers, this list is as complete as we can make it. But not all manufacturers report regularly, so we can't claim to be 100% complete. You'll find the cumulative total for 1958 at the end. *Note: The two final digits indicate seating capacity.*

AirporTransit (Calif.)
2 Flxible—218WA7-58-33SU

Arkansas Motor Coaches, Inc. (Ark.)
1 GMC—PD-4104—41

Barrett Transportation Inc. (Calif.)
1 GMC—PD-4104—41

Bay Area Public Service Corp. (Calif.)
21 GMC—TDH-4801—48

Bee Line, Inc. (N. Y.)
5 GMC—TDH-5106—51

Bridgeport Auto Transit Co., The (Conn.)
1 GMC—TDH-3714—37

Bridgeton Transit (N. J.)
2 GMC—PD-4101—41

Central Greyhound Lines (Minn.)
50 GMC—PD-4104—41

Cincinnati, Newport & Covington Transp. (Ky.)
2 Flxible—218GM1-58-29IC-AC—29

Continental Crescent Lines, Inc. (La.)
1 GMC—PD-4104—41

Continental Southern Lines, Inc. (La.)
2 GMC—PD-4104—41

Eastern Greyhound Lines (Ohio)
30 GMC—PD-4104—41

Gulf Transport Co. (Ala.)
1 GMC—PD-4104—41

Hudson Transit Corp. (N. Y.)
2 GMC—PD-4104—41

Hudson Transit Lines, Inc. (N. J.)
8 GMC—PD-4104—41

Indian Trails, Inc. (Mich.)
2 GMC—PD-4104—41

Intercity Coach Co., The (Conn.)
1 GMC—TDH-5108—51

Inter-County Motor Coach, Inc. (N. Y.)
1 GMC—PD-4104—41

Interstate Busses Corp. (Mass.)
6 GMC—PD-4104—41

Lewis Bros. Stages (Utah)
1 GMC—PD-4104—41

Los Angeles Metro. Transit Auth. (Calif.)
12 GMC—TDH-4801—48

Missouri, Kansas & Oklahoma Coach Lines (Okla.)
4 GMC—PD-4104—41

New York-Keansburg-Long Branch Bus Lines, Inc. (N. J.)
2 GMC—TDM-5108—51

Peter Pan Bus Lines, Inc. (Mass.)
2 GMC—PD-4104—41

Public Service Coordinated Transit (N. J.)
68 GMC—TDM-5108—51

Reeder, Ernest G. (Pa.)
1 Flxible—218WA1-58-37SU—37

Rhode Island Bus Co. (R. I.)
1 GMC—PD-4104—41

River Transit Lines (Ia.)
1 GMC—PD-4104—41

Raritan Valley Bus Service (N. J.)
1 GMC—PD-4104—41

San Diego Transit System (Calif.)
20 GMC—TDH-4801—48

Sedalia, Marshall, Boonville Stage Lines, Inc. (Ia.)
1 GMC—PD-4104—41

Smeal Bus Co., Inc. (Pa.)
1 Flxible—218WA1-58-37SU—37

Tennessee Coach Co. (Tenn.)
1 GMC—PD-4104—41

Transcontinental Bus System, Inc. (Tex.)
6 GMC—PD-4104—41

Trenton Transit (N. J.)
2 GMC—PD-4104—41

Vermont Transit Co., Inc. (Vt.)
3 GMC—PD-4104—41

Waukesha Transit Lines, Inc. (Wisc.)
1 GMC—TDH-5108—51

Western Greyhound Lines (Calif.)
20 GMC—PD-4104—41

FOREIGN DELIVERIES

Colonial Coach Lines, Ltd. (Can.)
10 GMC—PD-4104—41

Provincial Transport Co. (Can.)
14 GMC—PD-4104—41

St. John's, City of (Can.)
20 GMC—TDH-3714—37

Total reported for 1958: 1242

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REDUCE ROAD FAILURES

A Moto Gard installed on your vehicle will protect your motor against damage from an oil failure or overheating. It automatically stops the motor ahead of any damage if the oil pressure runs too low or the motor gets too hot. Moto Gard is guaranteed to work satisfactory or your money back.

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wherever you operate . . . whatever you haul . . .

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Improved Schedules—Big payloads of chilled and canned mushrooms are transported from West Foods plants to the Los Angeles market in this White 3400TD Diesel, engineered for special hauling requirements and fast movements of perishables.

Big Payloads—Operating in Texas and to all points east of the Mississippi, the Morgan Packing Company fleet of Whites is a symbol of performance and economy, recognized everywhere. Big payloads with excellent fuel economy and higher sustained road speeds—better schedules.

Fuel Economy—Strickland Transportation Company, Inc., Dallas, reports 6.7 or better miles per gallon with its new fleet of White Diesels—hauling big payloads from Texas to Chicago, Cleveland and New York. They roll up 2-million miles per month to prove White performance.

THE WHITE MOTOR COMPANY • CLEVELAND 1, OHIO

Bulk Hauling—Like this bulk cement transport operation in Canada means specially designed units which pay off in extra payload and economy. These White 4000T's have outstanding performance records in rugged, on-the-go service.

Driver Acceptance—It's a sign of satisfied drivers when you see a White on the road. Hemingway Brothers, Providence, prove White superiority in daily service—with a marked driver preference for White driving ease, safety and performance.

EXTRA PROFITS

Saves on Maintenance—Constantly on the go are many Whites owned by movers—like Allied Agent Leonard Bros, Detroit. They report: "We travel coast to coast, over mountains, valleys and any passable place, averaging more than 80,000 miles per year. Never a day behind schedule, and in five years, I've only had 2½ hours downtime," reports Harold Slowski.

High Mileages—Averaging more than 10,000 miles per month per unit, Textiles Motor Freight, Ellerbe, N. C., reports 6.7 miles per gallon of fuel or better with their fleet of 28 White 4400TD Diesels operating on the Atlantic seaboard.

It's the same story everywhere!

The operating reports from White owners tell an amazing story of extra business and extra profits . . . thanks to White.

Here is just a sampling of the coast-to-coast performance.

Fuel economy that equals or betters any other make on the road.

Payloads that are substantially higher.

And the mileages and schedules of the Whites mean the best fleet utilization in the industry.

Why not see for yourself?

Just as Whites travel everywhere . . . there's top-flight White sales and service facilities coast to coast. Find out how White engineers to your exact operating needs. Get those extra profits—the White way!

White

your most profitable choice!

THE CITY THAT DIDN'T EXIST A MONTH AGO

Every 30 days the U. S. adds as many new Americans as live in Norfolk, Va.—creating brand-new wants and needs which must be satisfied.

What does this mean to you? It means greater opportunities than ever before—in all fields. Home construction is expected to double by 1975. Power companies plan to increase output 250% in the next 20 years to provide the power for scores of new labor-saving devices. Clothing suppliers predict a one-third increase in 7 years.

With 11,000 new citizen-consumers born every day, there's a new wave of opportunity coming.

7 BIG REASONS FOR CONFIDENCE IN AMERICA'S FUTURE

1. **More people** . . . Four million babies yearly. U. S. population has *doubled* in last 50 years! And our prosperity curve has always followed our population curve.
2. **More jobs** . . . Though employment in some areas has fallen off, there are *15 million* more jobs than in 1939—and there will be *22 million more* in 1975 than today.
3. **More income** . . . Family income after taxes is at an all-time high of $5300—is expected to pass $7000 by 1975.
4. **More production** . . . U. S. production *doubles* every 20 years. We will require millions more people to make, sell and distribute our products.
5. **More savings** . . . Individual savings are at highest level ever—*$340 billion*—a record amount available for spending.
6. **More research** . . . *$10 billion* spent each year will pay off in more jobs, better living, whole new industries.
7. **More needs** . . . In the next few years we will need *$500 billion* worth of schools, highways, homes, durable equipment. Meeting these needs will create new opportunities for everyone.

Add them up and you have the makings of another big upswing. Wise planners, builders and buyers will act *now* to get ready for it.

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(This space contributed as a public service by this magazine.)

Coming Events for Fleetmen . . .

If you're running a meeting and want others to attend, send a notice to Coming Events Editor, Fleet Owner, 330 W. 42nd St., New York 36, N. Y.

A suggestion, if you expect to attend a meeting listed below: Sometimes there are last-minute changes in date or location that we cannot publish. So it's wise to check with association or convention secretaries before you make your final plans.

JUNE 1958

5-8 Pennsylvania Bus Assn. Annual Convention, Bedford Springs Hotel, Bedford Springs, Pa.

8-13 SAE Summer Meeting, Chalfonte-Haddon Hall, Atlantic City, N. J.

9-12 American Society of Mechanical Engineers, National Conference on Materials Handling, Public Auditorium, Cleveland, Ohio.

10-11 American Society of Mechanical Engineers, 4th International Automation Exposition and Materials Handling Conference, The Coliseum, New York, N. Y.

11-13 Regular Common Carrier Conference, Board of Governors Meeting, Wentworth-by-the-Sea, Portsmouth, N. H.

7-18 North Carolina Bus Assn., Annual Convention, Robert E. Lee Hotel, Winston-Salem, N. C.

20-21 Pennsylvania Motor Truck Assn. Annual Membership Meeting, Penn Harris Hotel, Harrisburg, Penn.

JULY 1958

14-16 Truck-Trailer Manufacturers Assn. Meeting, The Homestead, Hot Springs, Va.

AUGUST 1958

11-14 SAE National West Coast Meeting, The Ambassador, Los Angeles, Calif.

SEPTEMBER 1958

8-11 SAE National Farm, Construction and Industrial Machinery Meeting, Production Forum and Display, Milwaukee Auditorium, Milwaukee, Wis.

18-20 Pennsylvania Motor Truck Assn., Fall Meeting, Galen Hall Hotel & Country Club, Wernersville, Pa.

29-Oct 3 SAE National Aeronautic Meeting, Aeronautic Production Forum and Aircraft Engineering Display, The Ambassador, Los Angeles, Calif.

OCTOBER 1958

13-16 National Tire Dealers and Retreaders Association Exhibit, Shrine Exposition Hall, Los Angeles, Calif.

14-16 Society of Industrial Packaging and Materials Handling Engineers, Annual Exposition and Short Course, The Coliseum, Chicago, Ill.

20-22 SAE National Transportation Meeting, Lord Baltimore Hotel, Baltimore, Md.

22-24 SAE National Diesel Engine Meeting, Lord Baltimore Hotel, Baltimore, Md.

. . . And Training Courses

Courses for management, supervisors and maintenance men—here's where you'll find the time and place

JUNE 1958

5-6 Top Management Conference, Pennsylvania State University, University Park, Pa.

23-July 18 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

JULY 1958

8-18 Ninth Annual Course for Instructors in Driver and Traffic Education, Ontario Safety League, Toronto, Can.

28-Aug. 22 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

AUGUST 1958

25-29 Institute of Transportation and Traffic Engineering and University Extension, "Fundamentals of Traffic Engineering" Course, University of California, Los Angeles, Calif.

SEPTEMBER 1958

1-26 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

8-12 Fleet Supervisor Course, Pennsylvania State University, University Park, Pa.

8-12 Maintenance Course, University of Denver, Denver, Colo.

15 Effective Fleet Operation Course, University of Kansas, Kansas City, Kansas.

15-19 Maintenance Course, Utah State University, Logan, Utah.

15-19 Fleet Supervisor Course, Ontario Safety League, Toronto, Can.

15-19 Fleet Supervisor Course, Purdue University, Lafayette, Ind.

22-26 Trainers of Commercial Drivers Course, Pennsylvania State University, University Park, Pa.

24-26 Occupational Safety Conference, Pennsylvania State University, University Park, Pa.

29-Oct 3 Efficient Terminal Management Course, Pennsylvania State University, University Park, Pa.

29-Oct. 24 Truck Driver Training School, North Carolina State College, Raleigh, N. C.

OCTOBER 1958

6-10 Maintenance Course, University of Alabama, University, Ala.

12-17 Maintenance Course, Purdue University, Lafayette, Ind.

29-30 Traffic Problems Conference, Pennsylvania State University, University Park, Pa.

◂ Reo's '58 line . . .

. . . includes eight tandems. Built for rugged jobs, the "C" series is said to incorporate many new features. Among the advances cited are: contour fenders divorced from the cab for both longer cab and fender life; over-size grill and radiator for maximum cooling; flat-top fenders and center-hinged hood for easy engine accessibility; one-piece curved windshield for uninterrupted vision; large running boards of non-skid deck plate for extra safety. The new tractors have a front-of-bumper to back-of-cab dimension of only 101½ in. Included in the line are five gasoline-powered 6x4's, one gasoline 6x6, and two 6x4 diesel units. GCW's for the series range from 35,000 to 52,000 lb.

Detroit Sees Change in Passenger Cars

AUTOMOBILE MANUFACTURERS have some important developments on tap for the next few years. Some of these will be appearing, in all probability, on high-price models within the next two model years and can be expected, within a short time to reach the lower-price brackets. Here's what fleet men should keep their eyes on:

Automatic transmissions will move . . .

. . . possibly on the 1959 models to a point right next to the differential. In any case, 1960 models can definitely be expected to show this change. Name for the new development is the "trans-axle" or "swing-axle". Object of the move is to give the stylist more latitude in making the alterations he wants on the silhouette.

Chrysler is believed to have decided to move its introduction of this feature from 1960 to 1959 and some General Motors divisions may follow suit. The question of which model year will see the changes was up in the air at press time but should be clear in the future, according to FLEET OWNER sources in Detroit.

GM is going to a single body shell . . .

. . . for all five of its divisions' makes. The forward portion (including cowl, windshield opening and the two door posts) will be interchangeable. But don't expect the final product of each division to have readily apparent similiarity. The sheet metal on rear doors, roof and rear deck will make each division's product entirely different in looks. The same probably will apply to the front section—grill, hood and fenders.

This follows a formula used successfully by Chrysler since 1955. Implications for fleet car operators are obvious. It should go a long way toward helping the fleetman with one of his toughest problems—reducing inventories.

Here's what you can look for . . .

. . . in passenger cars by 1965, according to Carl Doman, Ford general service manager. Looking way ahead, Doman sees:

- Ignition systems capable of operating with compression ratios of 13 to 14:1, and contributing materially to improved fuel economy.
- Ignition systems needing much less attention.
- Generators capable of supplying much greater current demands, and requiring less attention.
- Starters capable of cranking much faster in lower temperatures.
- Accessories for many new areas.
- Instrumentation for more properly presenting data of actual occurrences in the engine and other components.

How to keep informed on the "with what" part of your business

AT YOUR FINGER TIPS, issue after issue, is one of your richest veins of job information – advertising. You might call it the "with what" type – which dovetails the "how" of the editorial pages. Easy to read, talking your language, geared specifically to the betterment of your business, this is the kind of practical data which may well help you do a job quicker, better – save your company money.

Each advertiser is obviously doing his level best to give you helpful information. By showing, through the advertising pages, how his product or service can benefit *you* and *your* company, he is taking *his* most efficient way toward a sale.

Add up all the advertisers and you've got a gold mine of current, on-the-job information. Yours for the reading are a wealth of data and facts on the very latest in products, services, tools . . . product developments, materials, processes, methods.

You, too, have a big stake in the advertising pages. Read them regularly, carefully to keep job-informed on the "with what" part of your business.

McGRAW-HILL PUBLICATIONS

The Stock Market Fleet Price Listings

HERE'S AN EXPANDED LISTING of fleet stock prices that includes 50 truck and bus companies. Quotations are as of May 21, 1958, from Shields & Co., 44 Wall St., New York, N. Y. The columns of figures, reading left to right, show total dividends paid in 1958, current bid and asked prices, highest and lowest prices quoted for the stock in 1958. Abbreviations in parentheses after each company name indicate where that stock is traded: OTC (over the counter), NY (New York), Phil (Philadelphia), Balt (Baltimore), Bost (Boston), Cinc (Cincinnati), Amer (American), MidWest (Mid West), PacCoast (Pacific Coast).

	Div.	Bid	Asked	High	Low
AssocTransp(OTC)	—	3¼	3⅞	4	2⅞
AssocTruckLi(MidWest)	.35	7¾	8¼	—	—
BaltTrans(PhilaBalt)	.25	6⅛	6¼	7¼	5¼
CentWisMotTransp(OTC)	.10	5¼	5¾	—	—
CincTrans(Cinc)	—	4⅞	5⅛	5	4⅜
CityCoachLi(ITC)	—	9	11	—	—
ConsolFrtwys(OTC)	.40	15¼	16⅜	16	12⅝
ContTranspLi(OTC)	.35	8⅞	9⅝	—	—
CooperJar(Amer)	.25	6¾	7⅛	7⅜	6¾
DallasTrans(OTC)	.17½	6	6¼	6	5
DenverChi(OTC)	.25	18¾	19¾	20¾	17¼
DenverTramway(OTC)	—	1	1½	—	—
Det&CanadaTun(OTC)	.50	14½	15¾	14¼	12¼
EastMassStRwy(Bost)	—	⅝	1¼	⅞	50
FifthAvCoach(NY)	.50	18	18½	24¼	16⅞
FtWorthTrans(OTC)	.20	4¾	—	—	—
GaryRwys(MidWest)	.05	2¾	3¼	—	—
Galveston-Houston(OTC)	.50	7⅝	8⅛	7⅜	6½
Greyhound(NY)	.25	15⅝	15½	16⅞	14⅜
IndianapTrans(OTC)	—	2	2¾	—	—
InterstaMotFrt(OTC)	.50	15½	16¾	16⅞	14⅛
InterstaMotLi(OTC)	—	14¾	15¼	—	—
KansasCityPS(OTC)	—	3⅛	3⅝	3¼	2⅛
LosAngTrans(OTC)	.35	20¾	21	20¾	17
McLeanTrucking(NY)	.30	9	9½	9¾	8⅜
MemphisStRwy(OTC)	—	2	—	2⅛	2
NatCityLi(NY)	.50	22	22¼	23⅝	19¼
NiagFrontTrans(OTC)	.30	8	8¾	9	6⅝
OverniteTransp(OTC)	.21	11¾	12¾	—	—
PIE(OTC)	.20	10⅛	11	12¾	9⅞
PhilaTransp(Phila.Balt)	—	6⅝	6¾	7⅞	4⅝
PittRwys(Amer)	—	6	—	6¼	5¼
PortlandTrans(OTC)	—	5½	6	—	—
RwyEquip&Rlty(PacCoast)	.50	6	6¾	7¼	5¼
RoadwayExp(OTC)	.17½	9¾	10½	9½	7⅞
RochesterTrans(OTC)	.20	4½	4⅞	4¼	4
RyderSyst(OTC)	.50	19¾	21⅛	19¾	13
SanAntonioTrans(OTC)	.60	10¼	11	—	—
StLouisPS(MidWest)	.25	7⅞	—	8¼	6⅞
SyracuseTrans(OTC)	1.00	17	18	18½	17½
TransconFrtLi(OTC)	—	11	13	—	—
TransconBusSys(OTC)	—	2	2¼	—	—
TwinCityRapTrans(NY)	.90	7¾	—	13⅛	10⅛
USFrtLi(NY)	.37½	23⅛	—	24¼	21½
USTruckLi(OTC)	.40	16	17½	20½	18½
UnitedTraction(OTC)	—	11	14	—	—
UticaTrans(OTC)	—	3¾	5½	—	—
WatsonBrosTransp(OTC)	.26	5⅞	6½	6⅜	5¼
WestTownsBus(OTC)	—	2	2¾	—	—

Prevent costly engine damage!

SIMPLEX
Oil Testing Kit

(Patent Pending)

You, as a modern fleet owner, have a considerable capital outlay invested in diesel or gasoline engines. All that stands between you and staggering repair bills for these engines is the thin film of oil that separates their moving and stationary parts. Engine oils do become contaminated by corrosive acids, abrasive solids and water or fuel dilution. Unchecked, this contamination causes rapid ring and liner wear and excessive bearing failure. The result is felt right in your pocketbook . . . in the form of costly overhauls and downtime.

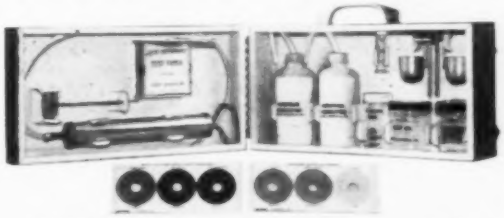
3 Ways to Attack this Problem

1. Periodic Oil Changes: Up to now this has been the common method of attempting to avoid engine damage caused by contaminated oil. Too many fleet owners change oil on a rigid schedule. Contamination, however, does not occur on schedule. In some operations, engine oil becomes dangerous at under 1000 miles . . . in others, not until after 5000 miles or more. The type and condition of your engine, type of operation, quality of fuel and lube oil, type and condition of filter, temperature conditions and many other variables affect the rate of contamination. Therefore, periodic oil change is not the answer to reduced engine wear. It may result in your dumping good oil or operating on poor oil. You can't afford either.

2. Laboratory Oil Analysis: A complete oil analysis conducted by a laboratory is fine . . . but it can cost as much as $120 and takes about five days. Even a partial oil analysis by a laboratory is expensive and time-consuming. The periodic testing of oil from each piece of equipment cannot be done economically by any laboratory . . . such tests are at best, sporadic.

3. On-the-job Oil Tests: The only answer is a simple, inexpensive, portable oil testing kit that can do an accurate, quick analysis. Only the SIMPLEX OIL TESTING KIT meets all these qualifications. It was developed for, and is used by, the United States Government. It's accurate to A.S.T.M.—S.A.E.—and U. S. Gov't. standards. SIMPLEX allows the untrained operator to determine whether oil contains acids, solid contaminants, water and fuel dilution. SIMPLEX does more than tell you the condition of your oil—it also reveals the condition of your **engine.** One test **(completed in only 5 minutes)** will tell you how well your engine's fuel injector, carburetor, choke, thermostat, oil filter, rings and bearings are functioning.

Take the guesswork out of your engine maintenance program. Join the hundreds of gasoline and diesel engine operators who have switched to SIMPLEX. You will find that this kit pays for itself the first time you detect injurious contaminants in your engine oil.



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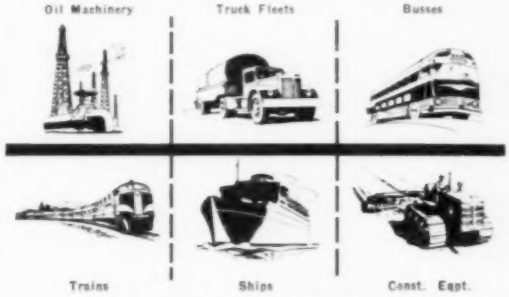

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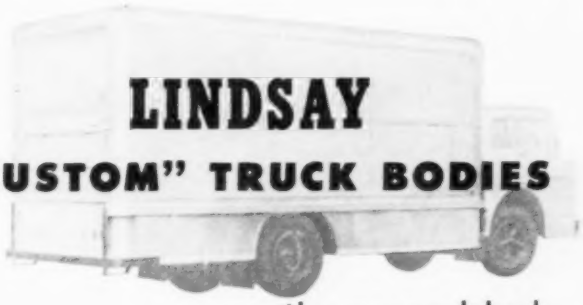

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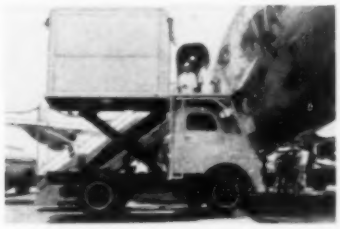
easily assembled
with this simple **TOOL KIT**

. . . for a "look-alike" fleet
. . . or specific unit requirements!



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THE GREATEST SELECTION

ACROSS THE EDITOR'S DESK

MOST BUSINESSMEN NOW FEEL that the "recession" has run its course and the economy is headed back up to the 1957 level. Without going into the many other reasons for the "recession," it's evident that one of the causes was the attitude of the American businessman who in many cases "thought" conditions were worse than they actually were.

We had a graphic example of this recently. We conducted a survey among the jobbers you deal with in eight major cities across the U. S. We asked each of 147 jobbers how their business was in each of the following categories: engine parts, electrical and ignition equipment, accessories, shop equipment and brake parts. And 66% of them replied that their business was the same as last year or up over last year.

Because of the type of industry located there, Detroit was the only one of the eight cities in which the majority of jobbers reported that their business was down as compared with 1957. One of the Detroit jobbers (who does 75% of his business with fleets) put his finger on the reason. He said: "Our buiness is up 15% but not that much per customer. Our business is up because we have gone out and SOLD . . . we've been in business only five years and we like to eat so we're out selling. There's business to be had but you have to convince the customer he needs what you have to offer. If the economy was normal, our business would be way up. Actually, we don't think business is as bad as many people think.

That's the story in a nutshell, isn't it?

■

For those who think the highway program is going to solve most of the traffic jam problems, they'd do well to consider an intangible that was not considered in the original planning. It's called the "theory of desire." It works like this: a beautiful 200-mile stretch of four-lane highway opens up between two cities. A family in one of the cities has relatives in the other city that they used to visit only once a year because the drive was so tough. They try the new highway. The drive is easy. They now make four trips a year. Multiply this same incident by any number of families you think appropriate and you'll find we're headed straight for another traffic-jam problem. Before anyone thinks the traffic problem's solved, he should look ahead.

■

Research and development is helping to produce another boom period in the six years ahead. In 1956, $7-billion was spent to discover and develop new industrial products, processes and equipment. This year the figure will be closer to $8-billion. There is a lag of seven years from the start of research until the product is ready for large-scale output. By 1960, 10% of manufacturing sales will be in new products not on the market in 1956. From then on, hold your hats. Is your company planning for fleet expansion? If not, it might be wise to take a look at the future in your particular field.

■

If you've had trouble getting salesmen who are college and university trained, there's a good reason for it. A survey conducted by *The American Salesman* among 3000 undergraduates studying in 31 colleges and universities reveals this major point: the job of selling sales as a career has been very poorly handled and, as a result, most people have a poor opinion of "salesmen" per se. Sort of like a doctor forgetting to give his own children polio shots.

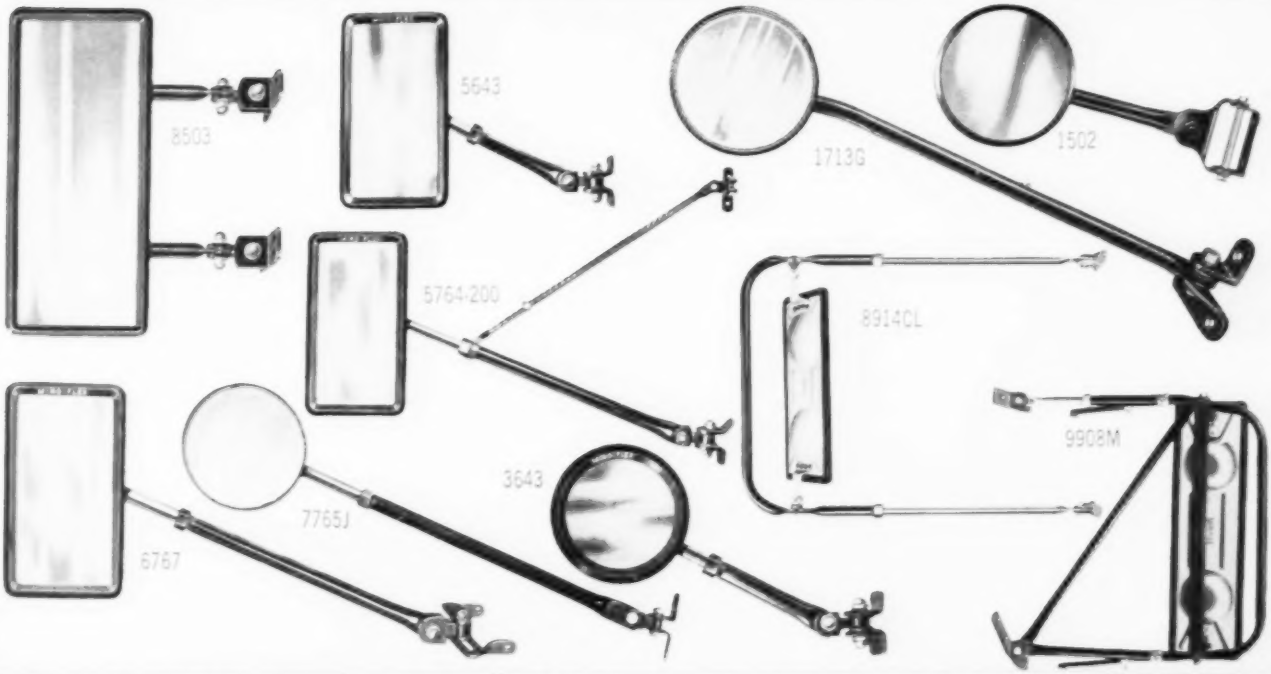
■

If you don't check inventory regularly, you could be in for a shock. Here's the latest crooked gimmick reported by one of National Truck Leasing System's members: The manager of the tire department was working with three maintenance men. He'd give one of them a purchase order. The tires would be picked up at the tire store and sold to a fence on the way back to the company. When the purchase order came in, the department manager would initial it as having been received. Before the inventory check, $25,000 in tires were stolen.

Caswell Speare

Editor

THE GREATEST SELECTION OF "CUSTOM-FITTED" MIRROR ASSEMBLIES



MIRO-FLEX the Safest Way to be Sure

You can select mirrors of all sizes and shapes to "custom fit" your trucks or fleet at your Miro-Flex dealer. It's easy to find just the mirror you want, too, because Miro-Flex mirror assemblies are made up of interchangeable component parts — catalogued so you simply select the type and style you want. As a matter of fact there are hundreds of different combinations available.

You can't buy a better mirror either, because Miro-Flex uses double-strength glass, silver backing, copper electroplating, detergent-resistant vinyl aluminum backing, moisture-resistant gasket, and a formed steel housing with a protective rubber rim on each mirror.

If you want to play it safe — buy MIRO-FLEX!

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THE MIRO-FLEX CO., INC.

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Please send me your new catalog of Automotive Safety Equipment, and tell me the name of my nearest jobber.

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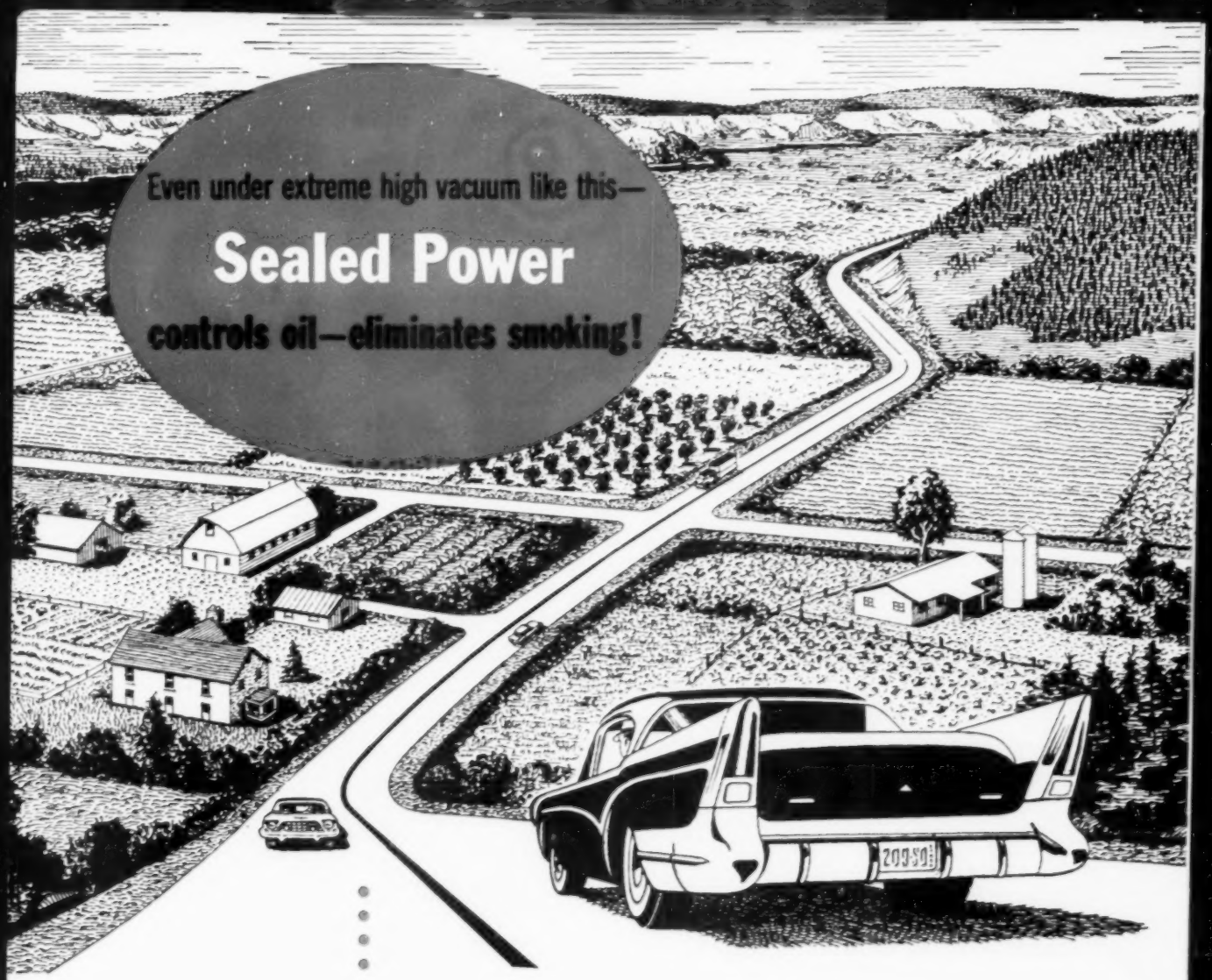

KromeX Ring Sets with new Stainless Steel* Oil Rings deliver performance never before possible in engines which require super oil rings.

*U. S. Patent No. 2,789,872

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Mechanics—for years you've wanted these features

- ☑ oil ring that holds full tension at engine operating temperature
- ☑ oil ring that resists sludging and corroding
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- ☑ oil ring that is positively side sealing
- ☑ oil ring that conforms to cylinder bore independent of contour and depth of piston groove
- ☑ oil ring with chrome-plated steel side rails. Double normal ring life. They seat instantly.

You get all these features only with Sealed Power KromeX Ring Sets with new Stainless Steel Oil Rings

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BEST FOR RE-RING! **BEST FOR RE-BORE!**